Hoots Bustin' Out All Over Radio-TV

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AUGUST 3, 1963 • SIXTY-NINTH YEAR • 50 CENTS

Billboard

The International Music-Record Newsweekly

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Mfrs. Second Columbia Pricing Move

Capitol Lands 'Funny Girl' Set With Streisand

NEW YORK — Capitol Records has landed the original cast album rights to the forthcoming show based on the life of Fanny Brice called "Funny Girl." Star of the show will be Barbra Streisand, who records for Columbia Records, and the score to the show will be penned by Jule Styne and Bob Merrill, with the former handling the music and the latter

(Continued on page 8)

LAST WEEK'S RCA VICTOR CONCLAVE, held at the Greenbriar in West Virginia, brought together many of RCA Victor's key representatives. Shown, left to right, are Peter F. Baumberger, vice-president RCA International Ltd.; Dario Soria, RCA Victor vice-president, International Department; Hans Lieber, general manager, Teldec, G.M.B.H., and Arthur Waizenegger, sales manager, Teldec, G.M.B.H.

Dealers Approve, Too, But Still Concerned

By REN GREVATT

NEW YORK—A cross-section of manufacturers voiced general approval last week of the new pricing policies recently announced by Columbia Records. At the same time, the reaction among dealers was in general more guarded, although many at this level also appeared to take heart at the moves.

Kapp Records president, Dave Kapp, asserted that "Columbia is making an honest and genuine attempt to remove some of the confusion from the business." While admitting that "some of the final details on the functional are not quite clear to me," Kapp remarked that "the idea of really establishing a price to the dealer is a good one."

Kapp continued: "It seems to me that it may be the beginning of something good. I've noted that a number of companies are trying to exercise restraint. The ABC-Paramount idea is a good one and Warner Bros. have a simple plan that everyone can

(Continued on page 8)

Ewart Abner Exits Vee Jay; Big Shake-Up

CHICAGO—A major executive shake-up occurred at Vee Jay Records this week when President Ewart Abner Jr., public relations chief Barbara Gardner, and promotion and a.&r. head Bill Sheppard, exited the firm.

A spokesman for Vee Jay said that a new president of the firm would be elected shortly. The spokesman also said that the new personnel of the firm would be announced next week.

Abner, when checked by Billboard, said "I am no longer actively engaged in the management of Vee Jay Records." He also said "I am retaining my stock in the company." When asked if he had any plans, Abner said "I am looking."

News of the withdrawal from the firm by Abner, Miss Gardner and Sheppard, hit the industry here with the force of

(Continued on page 8)

Star-Owned Indie Record Production Aids New Acts

By JUNE BUNDY

NEW YORK—The decades-old effort of important stars and music business personalities to diversify effectively into independent record production and music publishing operations is hitting an all-time peak of success this year.

With such well-established and solid disk artists as Bobby Darin, Harry Belafonte, Dion, the Tokens, Sam Cooke, the 4 Seasons, the Beach Boys, the Dovells, King Curtis and Steve Alaimo leading the way, many performers are in the process of building indie producing and publishing operations to match the most successful in music-disk history. At the same time veteran disk names Frank Sinatra and Nat Cole are chalking up more and more sales with their own labels (i.e., Sinatra's Reprise and Cole's KC).

In tune with this trend, the right to function as an indie disk producer is being written into more and more contracts between big record names and major labels. In many cases the diskeries also agree to release and promote a stipulated number of releases produced by the star with his own artist roster.

Billboard's Hot 100 singles

(Continued on page 8)

JUKE BOX BILL VOTE DUE SOON

WASHINGTON—Juke boxes, historically exempted from performance royalty payments by the Copyright Act of 1909, may soon lose their special status. The House Judiciary Committee last week reported out of committee a bill to remove the exemption. The measure is expected to pass the full committee in record time and then be put to a floor vote. For full details, see the Coin Machine department.

15,000 ATTEND WNEW 30th ANNIVERSARY

NEW YORK — More than 15,000 persons turned out Wednesday (24) for WNEW Radio's 30th anniversary gala in Madison Square Garden.

The five-hour spectacular, staged as a benefit for New York's Musicians' Aid Society, featured a host of top recording artists, groups, comedians, instrumentalists and big bands, plus the New York Giants Football team.

WNEW's air personalities, aided by the Ray Charles Singers, introduced the acts from two revolving stages.

Performing were Jerry Vale, Teri Thornton, the Dukes of Dixieland, George Maharis, Vic Damone, the J's with Jamie, Frank Sinatra Jr., Steve Lawrence and Eydie Gorme, the Si Zenter, Sy Oliver and Tommy Dorsey orchestras, Jack E. Leonard, Della Reese and others.

John Van Buren Sullivan, vice-president and general manager of the station, and program director Varner Paulsen (who directed the show) accepted a Citation for Distinguished Service from a representative of the Mayor of New York.

The Garden bash launches six months of festivities leading up to the station's 30th birthday, February 13, 1964.

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RED COPIES PROBLEM ON 'SURF HOOTENANNY'

CHICAGO — When Stacy Records decided to press its "Surfin' Hootenanny," by Al Casey, in red transparent vinyl, it didn't expect the comment that was to come—pro and con.

According to Stacy president, Jim Gaylord, the idea was strictly promotion, a red-hot color for a red-hot record. Some people, however, didn't go for the idea. One rack jobber took the records reluctantly and another refused to handle the red copies altogether because the transparent plastic sleeve was hard for his clerks to count. Juke box operators also preferred the black disks with paper sleeves for the same reason.

Most buyers, however, thought the red disk in clear plastic sleeve was a great idea. Gaylord also credited a lot of teen-age sales to the packaging. "Kids usually shop from the Top 10 but in our case we got a lot of extra sales because they were attracted by the color." Gaylord said he's moved over 190,000 of the record, which hit Billboard's Hot 100 four weeks ago in position 97, moved to 86, then 70 and this week 59.

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RCA Signs Teldec To Long-Term Deal

NEW YORK — Victor Records has signed a new long term deal with Teldec as part of an international plan to establish the RCA Victor imprint all over the world. Victor had been selling its disks in Europe with just the RCA imprint, but now has cleared all rights to use the RCA Victor designation in all the countries in which Teldec is distributing the label. They include West Germany, Scandinavia, Benelux, Austria and Switzerland. By the fall, according to Victor international chief Dario Soria, the RCA Victor logo will be in use world-wide.

Hans Lieber, general manager of Teldec, and Artur Waizenegger, sales manager for the firm, have been in this country for the past fortnight to wrap up final details of the contract. They also visited Victor plants in Indianapolis and attended the Victor convention at the Greenbriar in White Sulphur Springs, W. Va. Teldec will press and sell the Victor disks in West Germany and make the records for the Victor licensee in the other countries.

The Teldec executives said that Victor is the strongest American label in both classical and popular fields in Germany, with Van Cliburn leading the classical lists and Elvis, Paul Anka, Neil Sedaka, Floyd Cramer and Al Hirt the pop leaders.

Both Teldec chiefs said that although local artists are becoming more important in denoting strength of catalog, and American artist can sell his record in Germany as well if he has a smash hit. They also noted that business has been stable for the past few years, with a gradual switch from single records to LP's in dollar volume.

A-F Reduces Stereo Price

NEW YORK — Audio Fidelity, a pioneer in the stereo record scene, has lowered the price of its stereo product to $4.98. The $1 decrease brings the stereo record price down to the level of monaural disks. At the same time the firm raised the price of its Dauntless label monaural sets to $4.98, the current stereo price for the label. Thus all LP's, mono and stereo, will now carry a $4.98 tab.

Sidney Frey, A-F president, said that the cost of producing stereo records now closely approximates the cost of producing monaural records, thereby eliminating the need for price premiums on stereo records. "Al most all the costs involved in setting up stereo equipment have been amortized," he said.

L. DONALDSON JOINS ARGO

CHICAGO—Lou Donaldson has been signed to a three-year contract with Argo. The alto saxist was formerly with Blue Note. Esmond Edwards, Argo jazz director, flew to New York last week to record Donaldson's first LP for the label. Firm will issue an LP and single by Donaldson simultaneously.

Cameo to Bow Fall Releases

PHILADELPHIA — Cameo-Parkway Records will show its fall releases to its national distributors at a semi-annual meeting scheduled for August 2 in Chicago's Edgewater Beach Hotel.

The delegates will break into small groups for guided discussions of merchandising products and ideas.

Cameo - Parkway president, Bernie Lowe, will lead the firm's executive delegation which includes Harry Chipetz, general manager; national sales manager, Herman Kaplan; East Coast representative Clark Geartner, Marv Browdy from the Midwest, and Lee Laseff from the West Coast, to the Chicago meet.

No Decision on Digest Sales at Club Hearings

NEW YORK — Three witnesses, Walter W. Hitesman, a vice - president of Reader's Digest; Irving B. Green, president of Mercury Records, and economist Peter Max, shared the spotlight in the next to closing week of the Federal Trade Commission hearings being held here in connection with practices of the Columbia Record Club.

Hitesman's appearance, in behalf of Columbia, marked an attempt by Columbia attorneys to show that the Digest's package record mail-order sales program is in competition for the consumer's record dollar with the record clubs. Government counsel feel that the package field, as opposed to club, represents a different market.

Hitesman, who serves in the dual capacity of vice-president of the Digest's book and record division and as vice-president of Reader's Digest Music, which is the exclusive sales agent for the RCA Victor Record Club, gave considerable testimony on the relationship between RCA Victor and the Digest. On the package records, sold by the Digest, he said RCA pays the excise tax and the artists and publisher royalties while the Digest pays for the jackets and the excise tax thereon.

It also was brought out that there is a considerable interplay in terms of promotion, with the Digest using the Victor club membership lists for mailings and with the Victor club ads being run in the Digest itself.

In cross-examination it was brought out that the package appeal is based more in repertoire as against the club appeal of the artist name. For this reason, Hitesman said, he felt the package business was not in direct competitions with clubs, but "only in a very general way."

Later, in redirect examination, Hitesman admitted that the Digest packages "do compete directly for the consumer's ability to buy records." He also estimated that the Digest was perhaps the biggest package seller, with "either Columbia or Book of the Month Club" next.

At press time, no decision had yet been announced by hearing examiner Moore on the "motion to quash" filed the preceding week by attorneys for the Digest in connection with Columbia's attempt to put into the record sales figures on the Digest mail-order operations. Digest attorneys had already indicated that an adverse decision would bring about an appeal. This could conceivably postpone for some time a final resolution of the case.

Mercury President Irving Green, making his second appearance at the hearings, testified that distributor sales have increased in all major markets each year since Mercury Records were first offered by the club.

In connection with two Mercury album covers which were admitted as exhibits, Green pointed to cover cuts on the back liner of each, of other albums by the same artist. These other albums, in the cases of both covers, had not been offered through the club. Hence, it was brought out, distribution of the albums which pictured covers of other albums, had the effect of advertising to members those other sets not offered through the club.

Green added that distribution of Mercury product through the club was a great help in retaining old artists and in acquiring good new ones. In an attempt to show that the club relationship between Mercury and Columbia has no bearing on normal competition between the firms at other levels of operations, it was brought out that certain artist changes have occurred between the companies. Columbia got Patti Page from Mercury, while Johnny Mathis signed with Mercury upon leaving Columbia, it was stated.

Peter Max, an economist, continued for three days last week following a lengthy appearance the previous week. His testimony dealt with the technical details and results of a number of surveys and studies conducted in behalf of the record club.

WB Distribs View Label's Fall Plans

HOLLYWOOD — Warner Bros. Records last week showed its fall program and product before distributors attending its impressively well-planned convention here. The program, "This Is Talent," embraces 11 new LP's featuring Allan Sherman, Joanie Sommers, George Greeley and Stan Applebaum. It also spotlights the debut on the label of Jimmy Durante in an album of nostalgic selections, the Marketts, the Kirby Stone Four, the Modern Folk Quartet, the Morning Star Gospel Singers and the Folk All-Stars. A new Peter, Paul and Mary LP will be issued in late September.

The program provides a 15 per cent merchandise bonus (buy 100 and get 15 free), 90-day billing (payable October, November and December) plus the regular 10 per cent return privilege. The deal applies to new releases plus WB's 130-LP catalog.

Keynote Address

The basic theme that ran through the speeches of all the executives who spoke before the distributors was set forth in President Mike Maitland's keynote address: "Our company's avowed policy is to adhere completely to the basic principle of independent distribution. We have no plans whatsoever to open company-owned branches."

True to the showmanship of its parent picture firm, Warner Bros. Records staged a highly effective and well organized independent distributor sales convention. Guests arrived Sunday (21), were taken on a guided tour of Disneyland, and were greeted Sunday evening with a cocktail party at the Beverly-Hilton Hotel.

Meetings opened Monday morning with 10 minutes of hilarity provided by Allan Sherman. Maitland then presented his keynote address in which he called upon those present to back up the label's complete reliance on independent distributors by "exercizing the full function of a distributor."

This, according to Maitland includes full control of his market, including one-stops, rack jobbers, and in-depth promotion of product. Only by being able to "control" one's market, Maitland said, can the evils of transshipping be stamped out.

New Talent Needed

Maitland also stressed that "new talent is the life-blood of the industry," and pointed out that all the people who are hot on the WB label today were brand new a year ago.

Amos Heilicher, ARMADA president and Minneapolis distributor (Heilicher Bros.), addressed the assembly stressing the evils of transshipping, and the importance of price stabilization. Bill Gavin spoke on the importance of the promotion man in the record business.

Other speakers included the firm's treasurer-comptroller, Ed West; national sales manager, Bob Summers; merchandising director, Joel Friedman, and national promotion manager, Joe Smith, who outlined the part promotion plays in the WB operation.

Billboard's market research director, Tom Noonan, spoke on the importance of popularity charts in general and discussed in particular the methods whereby Billboard assembles its market research data and compiles its "Hot 100," Top LP's, and other charts.

During the sessions, the distributors were told that WB will launch a $50,000 consumer and trade advertising campaign on behalf of the fall program's product. Each of the 11 LP's will have a separate promotional campaign, tailored toward its specific audience and market requirements, embracing everything from sky-writing on behalf of the Allan Sherman "My Son, the Nut" package to special TV appearance set for Durante's album on the Steve Allen, Johnny Carson and Ed Sullivan shows.

Liberty Opens Distrib Branch in Cleveland

HOLLYWOOD — Liberty Records next week will open its own branch in Cleveland, making it the label's fifth company-owned branch to be launched within a year. The new facility will operate as a super-distributor, embracing the Cleveland, Cincinnati, and Buffalo markets. Liberty Records Distributing Co. of Ohio will go into operation on Monday (22).

Concurrent with the launching of Liberty's fifth company-owned branch, the label also switched its distributor affiliation in San Francisco, moving from Chatton to C & C's Bay Distributing Co. The Cleveland branch, in covering three key markets, will replace Concord (Cleveland), Cleve-Disc (Cincinnati), and Metro (Buffalo) in their respective territories.

Liberty National Sales Manager Don Bohanan opened Liberty's first company - owned branch in Chicago a year ago this month. Since then, the label launched its own branches in New York (March of this year), St. Louis and Miami (both in May).

The Cleveland branch will be headed by Jack Bratel, as manager, and staffed with a sales staff including Elias Bird, Marvin Dorsman, Frederic Meyer Jr. and Joseph Simone. The San Francisco distributor change gives Liberty its own division of Bay Distributing, including a separate sales manager and staff devoted exclusively to Liberty product. Gene Becker will serve as sales manager, assisted by Robert Sommer. Sales staff includes Michael Daniel, John Lammertone, Joyce Richardson, and Allen Shephard.

Waxie Maxie Sets More Wash. Outlets

WASHINGTON — Waxie Maxie Silverman, key Washington r.&b. and jazz dealer and owner of Quality Music Company here, will open two additional stores in this city before the end of the year.

The two new stores are part of an expansion and reorganization program for Maxie. Joining him as partners will be two veteran record men from the area, Herb Cohen, former top salesman and promotion man for Schwartz Bros., will join Max as personnel chief, in addition to handling radio promotion and deejay relations.

Gene Levy (known as Gene the Record Dean) recently with Record Shack of Washington, will be in charge of buying, merchandising and special promotions for the new set-up.

Top man over all, of course, will be Waxie Maxie, who told Billboard last week that "The retail record business was never better. Of course, in addition to buying right, merchandising right and advertising right, the retailer must promote both his product and his store as he has never done before. Today, in trying to retail an identical product, you've got to sell selection, service, confidence and courtesy. If you just sell prices, there is no bottom, and any darn fool can compete with you there. The record business in Washington should continue to improve and my new partners and I intend to help it do just that."

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Dealer Asks End Of Rack Discount

By LEE ZHITO

HOLLYWOOD — A Los Angeles record dealer last week asked the California Superior Court to find that the regular rack jobber functional discount is not justified under terms of the State's Business and Professions Code. This demand was part of a treble damage suit filed by Milt Harris of Hollywood Boulevard's Phil Harris Record Shop against Harry Dale, referred to in that action as a rack jobber, and against various record manufacturers.

Defendants included Dale, Master Music Mart (a record discount store which Dale allegedly opened across the street from the Harris store), Guaranteed Record Sales (which the suit claims is Dale's rack-jobbing operation), plus Capitol Records, Columbia, Victor and Warner Bros. Records.

The action asks that the court enjoin the defendants from selling records "at prices below their cost," selling "loss leaders" and "engaging in discriminatory pricing practices as forbidden by said Act" (California's Unfair Business Practices Act). Specifically, the action asks that Dale be restrained "from directly or indirectly engaging in both retailing and subdistributing of any nature," and charges that Dale is a rack jobber, thereby benefiting from price advantages not open to retailers.

Harris also asked that the record companies be restrained from "making sales to defendants Guaranteed or Master Music at prices lower than said defendants charge to plaintiff or other phonograph record dealers in like position."

Harris further asked "that it be found and adjuged that the rack jobber is not entitled to a functional classification justifying a price differential under Sec. 17042 of the Business & Professions Code, and that the recognition of such separate classification be enjoined and restrained, unless and until defendant distributors, or other interested parties shall notify this court . . . that they have established and adopted a proposed plan or procedure under which persons so classified, so as to avoid abuses, in conformity with the purposes and intent of the Unfair Practices Act . . ."

Harris further asked for treble "actual damages according to proof," $500,000 exemplary damages, plus court and legal fees.

THE POPULAR Righteous Brothers are coming up fast among the nation's new top recording and performing artists. The success of personal appearances in night clubs, teen clubs and on television indicates the versatility of the talented pair. Their new release, "My Babe," is breaking big in Los Angeles and San Francisco as a close follow-up to their recent hit single, "Little Latin Lupe Lu." Moonglow Records will release the first album made by the Righteous Brothers sometime next week.

(Advertisement)

NAB Accrediting Audit Program Processing

WASHINGTON — The National Association of Broadcasters sas it is making good headway in setting up an accrediting audit for radio and TV rating services. Donald H. McGannon, chairman of the NAB Research Committee and of the Rating Council, and also president of Group W (Westinghouse Broadcasting), said responses from rating services to a letter inviting them to apply to the new audit system have been ahead of expectation.

So far, the NAB has not joined with the Radio Advertising Bureau's research program on better ratngs for radio, begun during recent Harris (D., Ark) House Investigations Subcommittee hearings on audience ratings, which came down hard on failure of rating services to give a fair picture of radio's indoor and outdoor reach. Talks are going on between RAB and NAB, said McGannon.

The Audit Subcommittee, headed by Frank Howink, WMAL, and Ben Strouse, WWDC, both of Washington, has worked out a basis for auditing rating services. A nonprofit corporation will be set up to head the audit, and accounting and business management firms will be contracted to handle actual auditing of the rating services.

Criteria for acceptable rating service are expected to be set by mid-August. The criteria standards will probably go out to rating services, together with questionnaires, by the end of August. Criteria and standards committee is headed by Simon Goldman, WJTN, Jamestown, N. Y.

Chart Correction

NEW YORK—The gremlins were at work in our composing room last week, resulting in an error in the Hot 100 and also one in Bubbling. Position 60 on the Hot 100, "Brenda," with the Cupids on KC Records, should have received a Star Performer. Position 120 in Bubbling should have been "Heat Wave," with Martha & the Vandellas on Gordy Records. "What I Gotta Do," with Little Eva on Dimension was carried at 120, and also appears again at 129, which is the correct position for this record.

WB Dickers With Essex

HOLLYWOOD — Warner Bros. President Mike Maitland, addressing the label's national sales convention here last week, confirmed trade rumors that Warner Bros. Pictures is currently negotiating for the purchase of Frank Sinatra's Essex Productions. Maitland pointed out that should these talks result in the successful acquisition of Essex, the picture company would also acquire the Essex subsidiary, Reprise Records.

Hausfraus Got the Good Ear

By GIL FAGGEN

WASHINGTON — Who says American housewives don't dig the pop music aired by most of the nation's leading stations? A survey recently completed by station WWDC here indicates that the girls not only like Peter, Paul and Mary and Tony Bennett, but they go for Elvis Presley as well.

The survey was conducted by WWDC's research director Jo Wilson. She mailed postcards to 400 wives in the Washington area. They were asked to list their five favorite records, and three records they disliked the most each week. Also included was an LP favorite. The housewives had to register with WWDC for a five-week period, and send in their picks once a week. A total of 332 wives, an extremely high percentage, did so.

The current "Housewives' Top 10" included the folk ballad, "Blowing in the Wind," by Peter, Paul and Mary; the hard rocker, "Surf City," by Jan and Dean; the ballad, "This Is All I Ask," by Tony Bennett, and the rock and roll "Devil in Disguise," by Elvis Presley.

The group reacts quicker to new tunes than record buyers. For example, "This Is All I Ask," by Bennett, is No. 4 on the current "Housewives Top 10" against No. 21 on the over-all WWDC sales chart.

The housewives' dislikes were usually based on lyric content rather than melody, according to the WWDC survey. "Tie Me Kangaroo Down, Sport" was given a thumbs-down treatment because the women had difficulty understanding the Australian accent of Rolf Harris. "Rat Race," by the Drifters, was given similar treatment because the lyrics dealt with so-called depressing pace of contemporary life.

Among the tunes listed in the "Housewives' Hit Parade of Top 10 Favorites" were: "Blue on Blue," Bobby Vinton; "Sukiyaki," Kyu Sakamoto; "18 Yellow Roses," Bobby Darin; "It's My Party," Lesley Gore; "Easier Said Than Done," the Essex; "Danke Schoen," Wayne Newton; "Devil in Disguise," Elvis Presley; "My Whole World Is Falling Down," Brenda Lee; "Surf City," Jan and Dean, and "Blowing in the Wind," Peter, Paul and Mary.

CMA Board to Name Winner

NASHVILLE—The first recipient of the newly created Connie B. Gay President's Award for outstanding service to the Country Music Association will be determined at the organization's Toronto board meet Tuesday and Wednesday (30-31).

The award, named after CMA's first president, will be presented at the group's annual get-together during National Country Music Week, October 27 through November 2.

Other business to be taken up by the CMA Board is the nomination of directors to be elected to CMA for 1963-'64 and the naming of replacements for members of the Country Music Hall of Fame selections committee who have died during the past year.

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Branch Mgr. Norm Ziegler

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We Have Accepted the Responsibility of Leadership.

COLUMBIA RECORD DISTRIBUTORS

A Division of Columbia Records Distribution Corp.

799 SEVENTH AVENUE, NEW YORK 19, NEW YORK · CIRCLE 5-7300

July 20, 1963

TO: ALL COLUMBIA RECORD DEALERS

The record industry has come of age!

This year marks the fifteenth anniversary of the long-playing record--a contribution by Columbia Records which singularly launched an era of growth and profitability for those of us who toil in its vineyards. Yet, full maturity can only be ours if we reflect on the trials and errors of the past and use them to guide us in the years ahead.

We're at the threshold of a new and even more exciting era that can far surpass the accomplishments of the past if we enter the era with a secure and healthy confidence at every level...retail, manufacturing, and distribution. This confidence can only be realized if consideration is given to all in the development of a workable Profit perspective...the one common denominator necessary at every industry level if we are to continue to prosper and grow.

At Columbia Record Distributors, we recognize a basic fact...your Profit is directly related to your ability to turn inventory. The constant hazard of anticipation buying... the traditional industry practice of twice a year "buy-in" deals (sometimes even more frequent)...programs that tax not only your proficiency at speculation but, more importantly, reduce your inventory turn and consequently your return on investment.

Columbia Records has accepted the responsibility of leadership. We are dedicated to a prosperous future for all. With this credo in mind, we are pleased to announce a revision in dealer price policy, enabling you to buy Columbia Lp and Pre-Recorded Tape product at a constant year-round price!

For your convenience a new Dealer Price Card is enclosed and is effective as of July 22, 1963. The following is an example within the familiar price categories:

Suggested List	Dealer Cost
$3.98	$2.25
4.98	2.81

We are announcing a quarterly 10% Exchange Privilege on all album product. The adoption of this straight 10% Exchange Program automatically terminates all existing Exchange Policies, including the Bonus to Sell Program.

Qualified dealer purchases during the period July 22, 1963 to September 25, 1963 will be subject to extended dating terms. See your Columbia salesman for the complete details of Columbia's exciting year-round merchandising and advertising program.

A program conceived and dedicated to a mutually profitable future...a future that must be recognized by all as the abundant "age of reason!"

Sincerely,

Jack Loetz

Jack Loetz
General Manager
COLUMBIA RECORD DISTRIBUTORS

Every Retail Account Serviced by Columbia Record Distributors Received This Letter.

This One
JQXC-P6A-YB9Z

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Columbia leads the industry into the "age of reason"

PROGRAM

Strength • Vitality • Imagination

Designed to take the guesswork out of ordering and put the profit back in the record business. You'll have more profit from faster turnover with . . .

PRODUCT

The World's Best-Selling Artists

All proven profit-makers with exciting new albums backed by . . .

PROMOTION

A "new look"

And a greatly expanded advertising schedule including the following publications:

Playboy, Esquire, Seventeen, Atlantic, High Fidelity, HiFi/Stereo Review, Show, Harper's, Schwann Catalog, American Record Guide, N.Y. Times Magazine, Down Beat, New Yorker, Reporter, Saturday Review, Life, Jazz Record Catalog, Sing Out, TV Guide.

Display material designed to fit and function in every record location:

- Motion Display: The most eye-catching motion display ever! Features 24 albums with replacement units each month for new releases.
- Interlocking Album Covers: A new and exciting concept in point-of-sale merchandising. These new album covers interlock to form the right sized display for every store need.
- Artist Pictures: 20″ x 30″ blow-ups of the world's best-selling artists.

Plus the greatest local co-op advertising campaign ever presented, guaranteed to make **your** store the focal point for record sales!

See your local Columbia salesman for full details!

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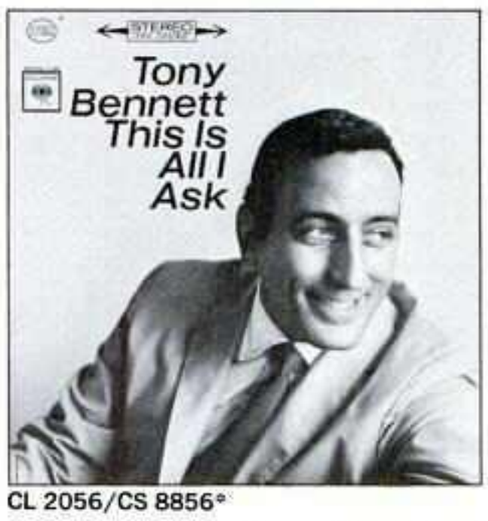
The World's Best-Selling Artists

STEREO
MAHALIA JACKSON'S GREATEST HITS
WALK IN JERUSALEM
THE UPPER ROOM
THAT'S WHAT HE'S DONE FOR ME
HE CALMED THE OCEAN
IT IS NO SECRET
MOVE ON UP A LITTLE HIGHER
HOW I GOT OVER
THEN THE ANSWER CAME
JUST OVER THE HILL
NOBODY KNOWS THE TROUBLE I'VE SEEN
CL 2004/CS 8804*

ML 5868/MS 6468*

CL 2022/CS 8822*

ML 5874/MS 6474*



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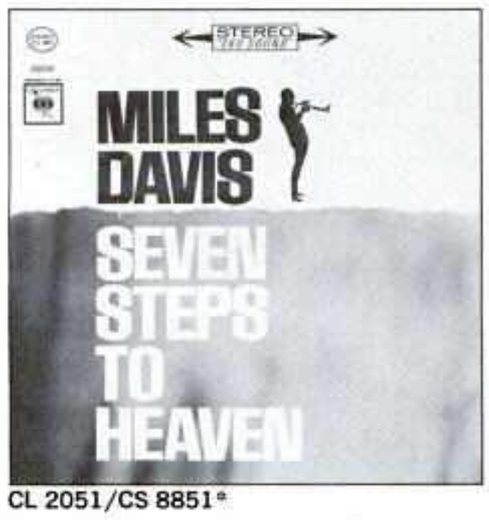
ML 5871/MS 6471*

CL 2039/CS 8839*

CL 2044/CS 8844*



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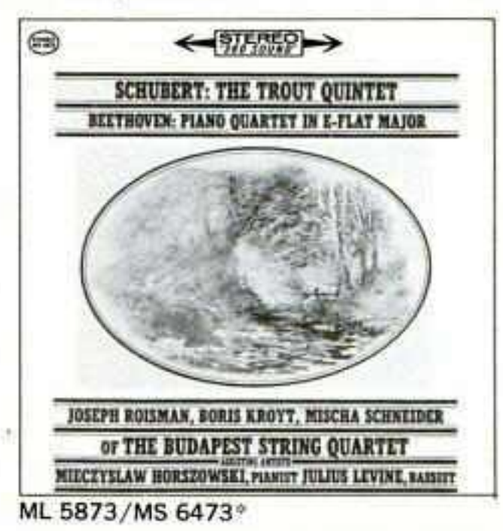
CL 2049/CS 8849*

ML 5877/MS 6477*

CL 2043/CS 8843*

CL 2055/CS 8855*

ML 5869/MS 6469*

CL 2052/CS 8852*

STEREO
SCHUBERT: THE TROUT QUINTET
BEETHOVEN: PIANO QUARTET IN E-FLAT MAJOR
JOSEPH ROISMAN, BORIS KROYT, MISCHA SCHNEIDER
OF THE BUDAPEST STRING QUARTET
MIECZYSLAW HORSZOWSKI, PIANIST JULIUS LEVINE, BASSIST
ML 5873/MS 6473*

CL 2045/CS 8845*

ML 5872/MS 6472*

CL 2042/CS 8842*

*Stereo

COLUMBIA RECORDS

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Star-Owned Indie Record Production Aids New Acts

• Continued from page 1

chart reflects the success of this trend. For example, four disks produced by the Tokens have made it—"One Fine Day," by the Chiffons (the boys also produced the Chiffon's first hit "He's So Fine"); "Denise," by Randy and the Rainbows; "My Block," by the Four Pennies, and "It Hurts to Be Sixteen," by Andrea Carroll. The Tokens also had "The Chiffons" LP on the best selling album chart. Bobby Darin's new indie production firm was represented on the Hot 100 by Wayne Newton's "Danke Schoen," and Dion's initial effort as an indie a.&r. man, "Feelin' No Pain," by the Del Satins," was a Regional Breakout.

Many of today's stars—particularly the younger ones—actually work as artist and repertoire directors on the dates done by their production companies; and personal management contracts (between the the star and the new artists) are rarely stipulated as part of the recording deal. However, if a new artist is also a songwriter (as many are today) then his or her material generally goes into the star's publishing firm.

Promotion also plays a key role. Most of the stars personally plug their new artists' disks —making phone calls and visiting deejays, dealers and distributors around the country. The gimmick pays off since a call from a top name naturally makes more of an impression on a jock than the usual pitch from a local promotion man.

Darin's Production

Bobby Darin recently set up one of the most elaborate (artist-owned) indie production outfits in the business, with offices in New York and Hollywood, and full-time promotion staffers in New York (Bill Spitalsky), Hollywood (Ernie Farrell), Chicago (Pete Wright), and Nashville (Ray Bundy). Darin is currently in the process of setting up his recording facilities here to handle both his indie disk activities and demos for his publishing firm.

Darin is building artists in all fields, but will concentrate on pop performers initially. His young roster includes warblers Wayne Newton, 19; Merry Clayton, 16; Jimmy Besile, 21; Debbie Stanley, 15; folk singer Perry Miller, 21, and a bluegrass group, the Down State Rebels, whose ages range from 17 to 19. Besile, Miller and Miss Stanley are also songwriters and all are under contract to Darin's TM Music firm. Newton, Besile and Miss Clayton's disks are released on Capitol. However, Darin is also making his indie releases available to other labels.

In addition to looking upon indie production as a solid investment for the future, Darin is anxious to protect new young performers from being exploited in the beginning stages of their careers. "We know what it is to be exploited," said Darin. In line with this he has not inked any of his artists to management contracts.

Open Door to Talent

Darin maintains an "open door" policy for talent—again like most of the young artist-producers. However, whereas some stars (the Tokens, the 4 Seasons) hold "live" auditions, Darin insists on demos or tape. Bobby Scott screens all demos and tapes submitted here, but Darin estimates he personally listens to about 65 per cent himself. Screening is handled by Steve Douglas in Darin's Hollywood office.

The star is so serious about his new indie producer role that he is ruling out all personal appearances. After his November booking at the Flamingo in Las Vegas, Darin will stop appearing in niteries entirely and concentrate on records, TV, movies and his production-publishing interests. Later this fall, he plans to join one of New York's acting studios for further dramatic studies.

The Tokens, who have a solid record as artist-indie producers to date chart-wise, work as an a.&r. group. In most cases at lease three of the four boys (Hank Medress, Phil Margo, Jay Siegel, Mitch Margo) have to okay the material before they set up an a.&r. date. Medress says that material is the most important item in cutting a successful disk and most of their new talent brought in their own material. The most notable example is "He's So Fine," which is published by the Tokens' Bright Tunes firm. Their new acts include Andrea Carroll and a male vocal group, the Vocalairs.

Operating out of their own offices here, the boys "keep the door open to everybody," and will listen to acts live or on tape, although they prefer demos. The Tokens personally plug their indie-production disks, and Medress notes that they also insist on special promotion concessions when they play their indie records with diskeries. The group doesn't have any artist under personal management contract.

Two Pairs of Seasons

The 4 Seasons work in pairs. Nick Massig and Tom DeVito operate a recording studio in New Jersey while Bob Gaudio and Frank Valli work together as indie producers here. The latter also formed their own publishing company. Gaudio wrote the group's biggest hits — "Sherry," "Big Girls Don't Cry," "Walk Like a Man" and their current hit "Marlena." The first disk produced by Gaudio and Valli, under an indie producing pact with Decca Records is "Ole Buttermilk Sky" and "If Tears Could Speak," by the Page Boys. The team is current readying sessions with Jackie Hill and Charlie Mae. Ultimately they plan to work with a maximum group of five or six artists.

Harry Belafonte is the most all-out sponsor of new talent. He offers his proteges coaching, living expenses and tuition, (via his Belafonte Foundation), and in some cases, booking as part of his personal appearance tour. Artist Recording Center, Inc., a subsidiary of Belafonte Enterprises, produces disks (mainly manufactured and distributed by Belafonte's own label RCA Victor with the following artists, Miriam Makeba, trumpet player Hugo Masekela (for Mercury Records), singer-pianist Amanda Ambrose, and singer Valentine Pringle.

Belafonte holds only recording contracts with the artists, and has no formal requirement that the artists pay back the money invested in them. Belafonte commented in a recent New York Times interview, "Artists who have been fortunate enough to achieve a lasting success in this business owe it to the future of all art forms to help those new people who have basic talents and need direction and guidance."

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Barbra Streisand

• Continued from page 1

the lyrics. Show will open on Broadway on February 13.

Interesting aspect to the Capitol pact is the fact that Miss Streisand is one of Columbia's hottest new properties and it is unusual for a diskery to lend a strong act to another label. However, it is believed that the thrush has a clause in her Columbia contract permitting her to make this show album for another label. Capitol, by the way, will invest a "substantial sum" in the "Funny Girl" show.

Manufacturers Second Columbia Pricing Move

• Continued from page 1

live with. It'll take six months or more to see how it all really works out but the outlook is encouraging."

Goldberg Statement

Sydney N. Goldberg, vice-president of sales for Decca Distributing Corporation, noted that he was "pleased to have Columbia join us. We have never believed in volume without profit. We've never had a program that hurt a dealer; rather, our programs have always been designed to provide a dealer with an incentive to stock, promote and sell and pocket the extra profits.

"We feel there is room for everyone to make a living in the disk business. Our price is still $2.47 for $3.98 list records and if you look at our statements you'll see we've been in the black for 27 years. That's the way we expect to continue and we'd love to see the whole industry go that way."

A West Coaster, Al Bennett, head of Liberty Records, flatly said that "Columbia is doing what we have felt all along that the industry needs, moving in the direction of price stabilization. Prices have gone down as far as possible and the time has come to bring price sanity back into the business."

A top executive of a prominent Midwest diskery, which will soon hold sales meetings of its own, commented, "We very much admire the position that Columbia has taken and we feel it's in keeping with the spirit of the federal trade laws. We all hope this idea will take hold and we will be watching it carefully. It can help if they stay with it."

An indie distributor, George Freeman, Northern Record Sales, Cleveland, gave the Columbia approach an all-out rave notice. Said Freeman: "Columbia's new price policy is the greatest thing to happen in the record industry since the advent of long-playing records (edit. note: this, too, was a Columbia development). We are with Columbia 100 per cent."

Natural Development

Other tradesters saw the move as a natural development in view of the changing pattern of the business. These observers traced the emergence of wild pricing and discount deals to the time when the major companies lost much control of the business, especially singles to the so-called swinging indies at the peak of the rock and roll era.

At that time many bigger companies began fighting fire with fire, deals with deals, giveaways with giveaways in an attempt to recapture some of the lost ground. Now, as the rock impact has dwindled and the bigger companies have managed to recapture a dominant position, the wheeling and dealing may no longer be necessary. Now the important thing, they reason, is to build profits out of volume, and coincidentally, to present a proper image in the light of increasing trade talk of possible government intervention in the industry's affairs.

Chicagoan, Fred Sipiora, of Singer One-Stop noted: It (the Columbia move) can accomplish a lot if they stick to it. They can conceivably lose some volume in the process of riding the thing through."

Some dealers were not sure that Columbia would be of a mind to, or be able to, ride it through. At an informal shirtsleeves meeting of a dozen SORD affiliated record dealers meeting during the NAMM convention last week in Chicago, one commented, "They'll stay with it as long as they're hot like they are right now. What happens, though, when they cool off? That's an unpleasant thought, but it sooner or later happens to everybody."

A more suspicious dealer suggested that "It's a move that, in effect, stabilizes the list price at $3.98, which in turn, makes the record club a beneficiary of the move. They have to maintain that price level for the club."

Another dealer declared that "It's a step in the right direction but it's not far enough. Frankly, I'd like to see everybody who sells to the ultimate consumer pay $1.85 for a $3.98 record. There is too much water in the $2.25 price." Still another said, "I'm for it but in addition I'd like to see the complete elimination of the functional discount."

In a sort of back-handed compliment, yet another voiced the feeling that "If they stay with it for as long as three months, the company is just stubborn enough to go with it for keeps. Then the other majors and the indies will have to follow suit and we'll have a better chance."

Ewart Abner Exits Vee Jay

• Continued from page 1

an explosion. Abner has been with Vee Jay since 1955, joining the firm as manager after giving up his post with the Chance label.

He was made vice-president a few years later, and in 1961 was named president of the firm. He built up a great personal following when he emerged as a national figure in the industry as president of ARMADA during its first two years.

Miss Gardner joined the firm about two years ago, and in addition to her job as public relations head, was also in charge of Vee Jay International. She told Billboard that she has no plans at present. Sheppard joined Vee Jay in 1961. He brought Earl Chandler to the label and made "The Duke of Earl" for Vee Jay, the firm's first million seller. He is half owner of Pam, which has Chandler under contract.

Jimmy Bracken, who with his wife Vivien, formed the label about 10 years ago, told Billboard that Vee Jay has just signed Bob Crewe and the 4 Seasons to a new four-year contract. "This should indicate, better than anything, our intentions to the future."

Join Mark Century

NEW YORK—Herb H. Berman and Harry Sanger, former Eastern and Southeastern Division sales managers for Richard H. Ullman, Inc., have joined Mark Century Corporation in similiar capacity. Both firms are producers of programming aids.

Berman will headquarter in the Buffalo office and Sanger in the Miami office.

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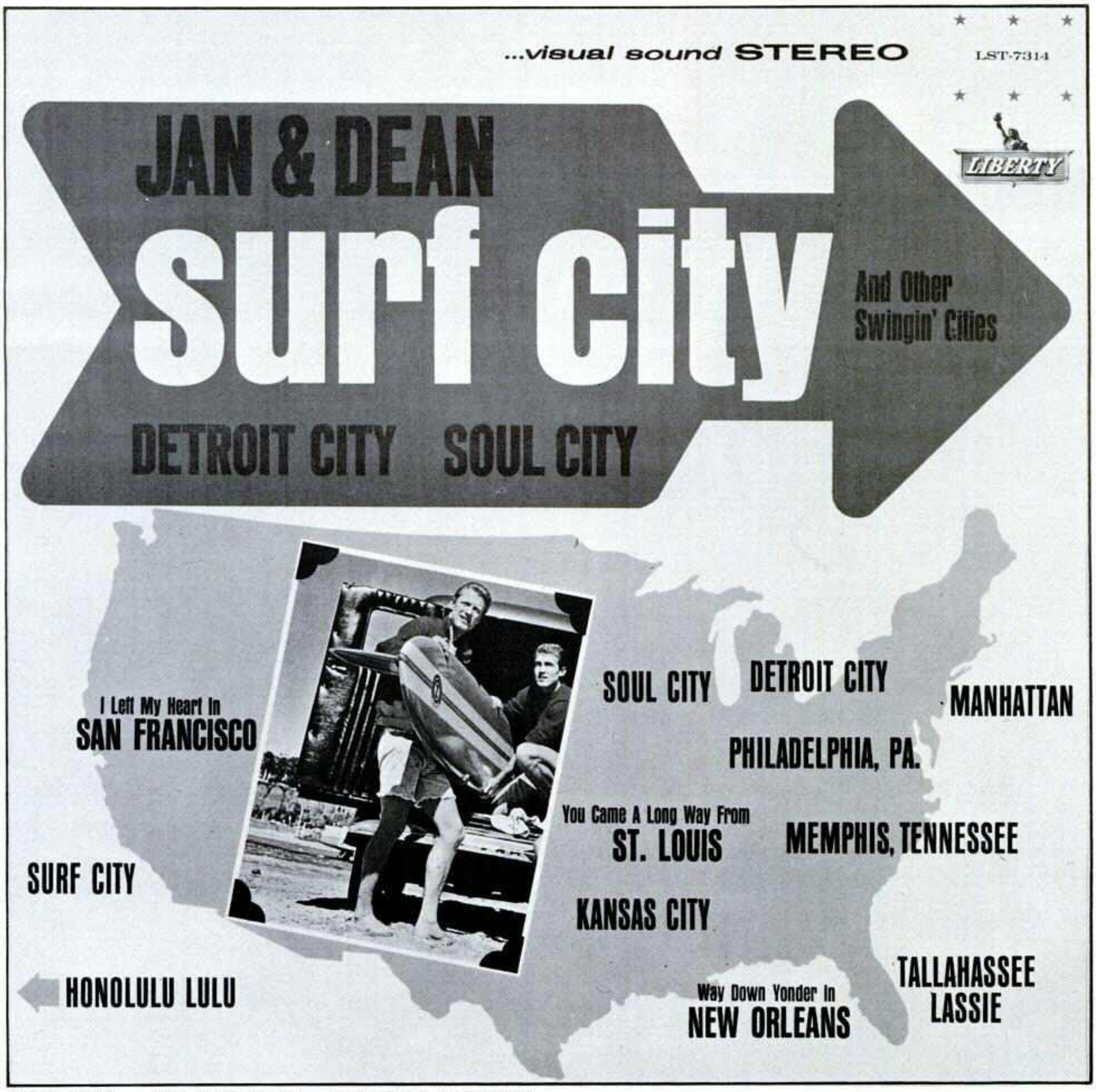
Once upon a time JAN AND DEAN had the No. 1 single in the country. So they made an LP and naturally titled it SURF CITY. All the good people who bought their single then bought their LP, and it too became the No. 1 album in the country. It could only happen in America.



SURF CITY JAN AND DEAN LRP-3314/LST-7314
Produced by Jan Berry for Screen Gems, Inc.

Liberty Records

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VILLAGE CLUB JUMPS

Dodson Impressive at Duplex

New York's Upstairs at the Duplex, Greenwich Village cabaret, opened under new management July 16 and, if the standards set by their first group of performers prevails, the club may soon join the ranks as one of the better showcases for new and established performers.

The policy which managers Barbara Baccus and Bob Waxman hope to continue is to offer one known artist and two new acts on the bill. Their initial offering was a smash combination.

Marge Dodson, who cut two albums on Columbia Records a couple of years ago, headed up the show. She can stand up with the best ballad singers around. She has a combination of glamor, taste and humor that makes for an audience's delight. Her style is all her own, and is marked by an honest consideration for the lyrical content of the song. Her repertoire covers most of the better standard item, and also some sought-out rare material, which is excellent. Composer Curtis Lewis' "Garden of the Blues," a suite of songs written for Marge, contains some of the freshest ballads around ("Blue City, "He Never Mentioned Love," "What Will a Man Do") and she sings the work with perception. Other big moments are her renditions of "If Love Were All," "Coloring Book" and a tongue-in-cheek treatment of "Mares Eat Oats."

Opening the show were a fresh group of youngsters, known as the Gospel Messengers, who are natural and fun, and a very funny impressionist, John Byner, who has all of his characters down pat. His take-off on famous "hanger-uppers" (to quote him), Dean Martin, Tony Bennett and George Jessel, are hilarious. Best impression is Frank Fontaine, and his funniest bit is Elvis Presley.

BARRY KITTLESON

Hip Hypnotist Flips Fans

HOLLYWOOD—Pat Collins, billed as the "hypnotist," is an eye-worthy blonde whose refreshing form of nitery necromancy has been packing them in at Gene Norman's Interlude. Whether this sorcery can be carried over in to LP sales remains to be seen. Miss Collins soon will make her disk debut in a GNP-Crescendo album invitingly titled, "Sleep With Pat Collins."

Miss Collins, armed with a masters degree in psych, is a most convincing hypnotist. Her smooth patter, spiced with hip lingo, and her facile demonstrations of the hypnotist's art is well aimed at leaving the customers laughing. At the same time, it leaves the ringsiders deeply impressed with the strange and wondrous possibilities of the field of hypnotism.

For example, she will instruct a dignified member of her line of subjects to sell imaginary pop corn to the customers. Another under her spell will turn rigid and be suspended between two chairs. To the delight of the crowd she will inform her subjects that they are all nude. Each attempts to shield himself from the onlookers. She then tells them that they are fully clothed but that the audience is nude. Some under her spell turn away in embarrassment. Others stare in wide-eyed awe.

The various situations suggested by Miss Collins provides an intriguing insight into human nature. The manner in which she presents her performance proves her to be accomplished both in hypnotism and showmanship.

LEE ZHITO

ISRAELI FETE DRAWS NAMES

TEL AVIV—Israel, the land of the Bible and the Hawk Missiles, land of the old and the new, has added another aspect to its versatility. The day the Third Israel Festival of Music and Drama opened—with Sir William Walton in the audience, Rosalyn Turck getting ready for her Bach concerts, and Agnes Moorehead getting excited cheers from the audience asking for more and more readings — a Tel Aviv night club presented, for the first time in Israel, a big league Paris entertainer of sorts, the famed Rita Cadillac. With the fabulous stripper Varonique and the Crazy House entertainer Lolo Clementine, this marks the first direct Paris attack on the Holy Land, with a first-class spearhead of strippers.

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TALENT TOPICS

HOLLYWOOD

Betty Hutton and husband, **Pete Candoli,** are setting attendance records here at the local offering of the musical, "Annie Get Your Gun." Candoli, who arranged the music, has up-dated the vehicle, modernizing it with current references. He also conducts the orchestra. . . . Reprise's current hot selling **Trini Lopez**, currently appearing at Hollywood's P.J.'s, has been set for a six-week run at **Frank Sinatra's** Cal-Neva Lodge, Lake Tahoe, starting July 23.

Champ Butler (Gillette Records) opens a two-week run at San Francisco's Thunderbird Hotel July 23. . . . **Ertha Kitt** starts a three-month concert tour of the Far East, starting with an engagement in Melbourne Australia, August 26. She will play a four-week run in Sydney starting August 30; one week in New Zealand (October 16), and three days in Hong Kong. Tour also includes a week in Japan. Upon her return she opens at the Vancouver, B. C., Cave November 4-16.

Andre Previn will appear as guest soloist and conductor with the Los Angeles Philharmonic Symphony Orchestra at Hollywood Bowl August 9, and will appear in an open air concert at Marineland on the Pacific August 16, offering the same program. Previn is remaining in this area while currently engaged in arranging and conducting the score of "My Fair Lady" for Warner Bros. film version.

LEE ZHITO

TALENT ON TOUR

(Top record talent in top towns this week)

EAST

Ray Charles will appear at the Berkshire Music Barn, Lenox, Mass., on July 31. **Timi Yuro** is at the Hurricane Room, Wildwood, N. J., through August 1. The **Duke Ellington** ork with **Lambert, Hendricks** and **Bavan** repeat their stint at Basin Street East this weekend (2-3). August one-night stands for the **Dave Brubeck Quartet** include Eastman Theater, Rochester, N. Y. (1); Convention Hall, Asbury Park, N. J. (3), and Berkshire Music Barn, Lenox, Mass. (4). **Dion** joins **Count Basie** and his ork at Freedomland through July 31. Flamenco guitarist **Sabicas** in concert at the Berkshire Music Bar (4), while next door at the Potting Shed are the **Tarrier** and the **Simon Sisters** July 30 through August 11. Joseph Rosenstock, Metropolitan Opera Association conductor, will take over the podium for ailing **Josef Kripps** at three Lewisohn Stadium concerts July 30-August 1.

SOUTH

ABC-Paramount's **Brian Hyland** doing one nighters at Legion Hall, Fort Pierce, Fla. (29); the Bell Auditorium, Augusta, Ga. (3).

MIDWEST

Henry Mancini returns to his hometown as guest conductor of the Cleveland Summer Orchestra August 1. . . . **Johnny Tillotson** is the headliner on the **Dick Clark** tour at Akron Armory, Akron (1); Fairgrounds Coliseum, Louisville (2); Keil Auditorium, St. Louis (3); and Auditorium, Nashville (4). **Gene Krupa** and his Quartet are at Baker's Keyboard Lounge, Detroit, for a week starting July 29. **Earl Wrightson** reigns as "The Vagabond King" for two weeks at the Melody Top, Milwaukee, beginning July 30. The **Oscar Peterson Trio** plays at Chicago's London House July 30 through August 24. Also in Chicago, folk duo **Addis** and **Crofut** at the Gate of Horn July 30 through August 14. . . . **Bobby Rydell** makes his legit debut as Riff in "West Side Story" in Warren, Ohio, on July 30. **Little Peggy March** plays one-stops in Iowa, Minnesota and Michigan through August 13.

WEST

Steve Lawrence and **Eydie Gorme** headline at the Sands, Las Vegas, Nev., July 31-August 23. **Peter, Paul** and **Mary** appear at the Hollywood Bowl on August 2.

TV GUEST APPEARANCES BY RECORD TALENT

The national network TV guest appearances listed below provide outstanding promotional opportunities for alert, aggressive record dealers and for all others who can benefit from the exposure of these record artists to millions of consumers. This chart should be used as a calendar around which to plan window, counter and other displays by which the TV appearances can be merchandised to the record-buying public.

JULY 29-AUGUST 4
(All Times Eastern Daylight Saving)

MONDAY 29—PETER, PAUL AND MARY
The folk singing trio performs on the Steve Allen show (Westinghouse Tape Syndicated). Their Warner Bros. single "Blowin' in the Wind."

TUESDAY 30—CONNIE FRANCIS
MGM songstress Connie Francis is a guest celebrity on "Talent Scouts" (CBS-TV, 8:30-9:30 p.m.).

WEDNESDAY 31—MEL TORME
The Atlantic recording artist sings on the Steve Allen show.

THURSDAY 1—ALLAN SHERMAN, AL HIRT, PETE FOUNTAIN, CHARLIE BYRD
All will be guests of Vic Damone on "The Lively Ones" (NBC-TV, 9:30-10 p.m.). Sherman's latest LP is "My Son, the Nut."

SATURDAY 3—THE LIMELITERS, CLANCY BROTHERS AND TOMMY MAKEM, BOB GIBSON, LYNN GOLD
These folk singers will star in a "Hootenanny" at George Washington University, Washington (ABC-TV, 8:30-9 p.m.—repeat).

SUNDAY 4—KATE SMITH, JACKIE MASON, JOYL SHERRILL
All are headliners on the Ed Sullivan show (CBS-TV, 8-9 p.m.).

ARTISTS' BIOGRAPHIES

For your programming use here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards these biographies will help you build a convenient file of such data.

SURFARIS
(Dot)

NAMES AND AGES: Jim Pash (14), Jim Fuller (16), Bob Berryhill (16), Pat Connolly (16), Ron Wilson (18). **HOME TOWN:** Glendora, Calif. **PERSONAL MANAGER:** Dale Smallin. **BACKGROUND:** The Surfaris, who have been on top of the local surf scene in Glendora, Calif., for a long while now, are a fun-loving team of instrumentalists who play local teen dates when they aren't out riding the crunchers or warding off gremmies. It is the collective opinion of the boys that their manager, Dale Smallin, is practically one of the group. In fact, it is Dale's infectious laugh on "Wipe Out," that started the whole thing. As on their hit single, Dale's vocal prowess is featured on "Tequila" in their first album. The boys currently keep themselves pretty busy with their school work, teen-hops, and most happily for them of late—recordings.

LATEST SINGLE: "Wipe Out" is a shorebreaker in the Top 10 this week.

LATEST ALBUM: Their first Dot LP is also entitled "Wipe Out."

TRINI LOPEZ
(Reprise)

HOME TOWN: Dallas. **EDUCATION:** High school. **BACKGROUND:** At the age of 15, Trini Lopez was playing guitar and singing Latin songs in night clubs in Dallas. From this beginning, he formed a five-piece combo and toured the Southwest. When he finished high school the group played clubs all over the country for four years. After this tour Trini moved to California and played the circuit of clubs in and around Los Angeles. His first appearance there was at Ye Little Club with Joanie Sommers. Planned as a two-week engagement, the stint lasted for a year. It was while Trini was headlining at P.J.'s in Hollywood that producer-arranger Don Costa saw him and brought him to Reprise. Trini has a hit in his third single for the label with "If I Had a Hammer."

LATEST SINGLE: "If I Had a Hammer" is moving up on Billboard's Hot 100 this week.

LATEST ALBUM: "Trini Lopez at P.J.'s."

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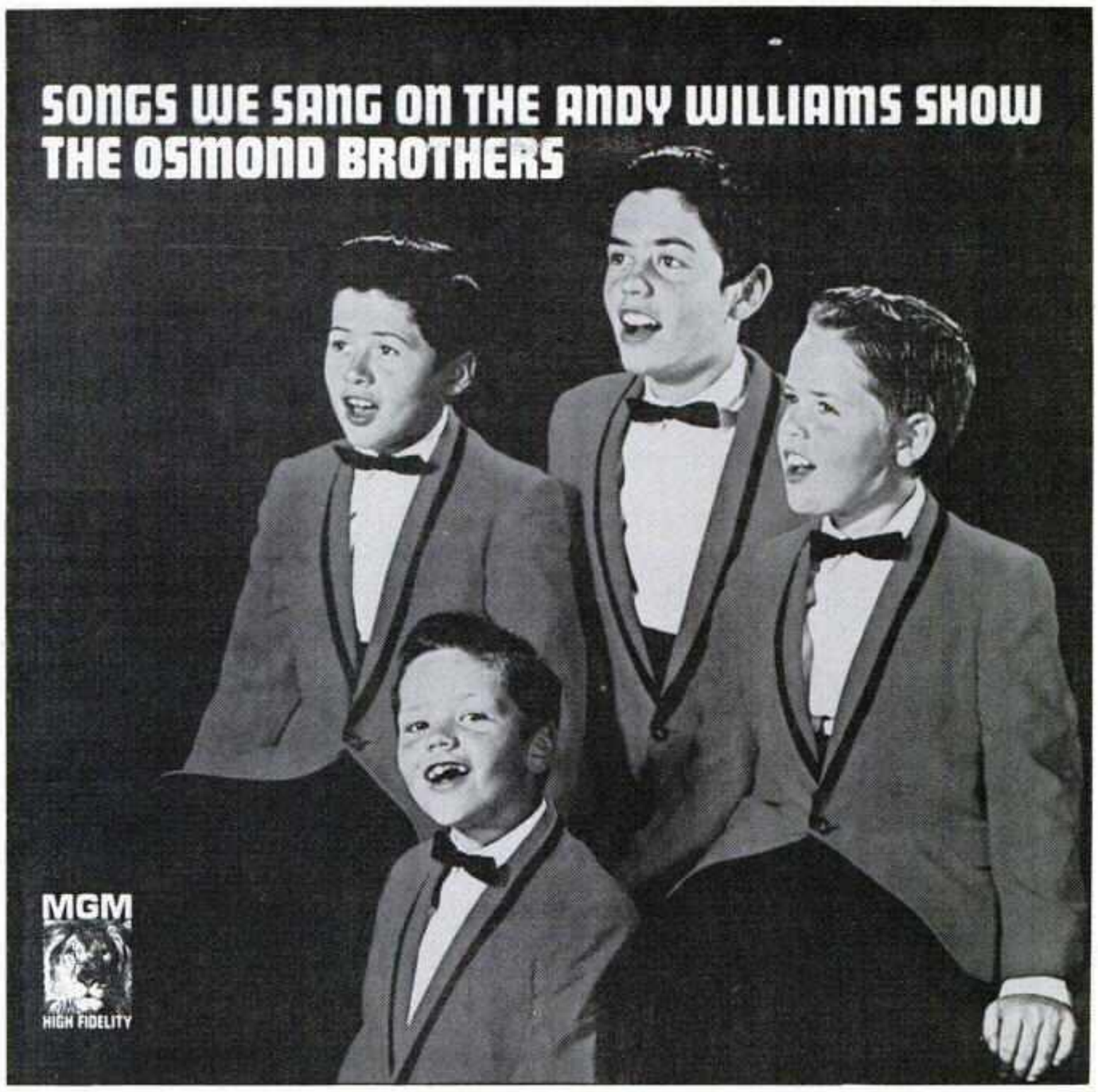

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MGM RECORDS

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Kai Winding's 'More' Hit Has Long Jazz Tradition

By BOB ROLONTZ

NEW YORK—Jazzmen continue to come through with hit singles whether the market is swamped with rock and roll, folk music, novelty tunes, or surfing records. Latest jazz act to move up the pop charts with a hit is Kai Winding, whose Verve single of "More" from the the film "Mondo Cane," is in the top 20 of Billboard's "Hot 100" this week.

This marks Kai Winding's first big pop hit, just as first time pop hits were recently secured by top jazz names like Stan Getz and Charlie Byrd, Cannonball Adderley, Dave Brubeck, Herbie Mann, Vince Guaraldi, Mongo Santamaria, and a number of other jazz performers.

Of course, there's not a reason in the world why a top jazz name can't come up with a record that makes it in pop, except that it's still the exception rather than the rule. And the only reason it has been an exception, many feel, is that jazz artists have not tried to latch on the the latest tune, or show tune, or pop tune, to be issued as a single record. If they did it could be that there would be a lot more than one or two singles record hits on the charts by jazzmen at any one time.

What makes the success of the Winding version of "More" even more worth noting is the fact that there were almost a score of versions of the tune by top performers. And some of the artists who recorded it were well known names. But the Winding version is so far in front that it's doubtful that any other will ever catch it. The strong promotion that Verve put behind the disk is obviously one of the factors involved in its success. But the basic ingredient is of course the arrangement and performance of the tune by the Winding ork.

Jazzmen have been making albums for a long time that have sold solidly in the pop field, Jimmy Smith and the Stan Getz-Charlie Byrd combination being just two of the latest names to come up with jazz albums that have climbed high on the pop charts. Right now a new group of jazz albums appear to be on their way to honors in the pop field. They are the Kai Winding Verve album of "Soul Surfing," the Atlantic album "Herbie Mann Returns to the Village Gate," "Pot Luck" by the Ramsey Lewis Trio on Argo, Kenny Burrell's "Midnight Blue" on Blue Note, Erroll Garner's "One World Concert" on Reprise, and Peggy Lee's "Mink Jazz" on Capitol.

On Billboard's album charts right now are jazz albums by Jimmy Smith, Count Basie, Vince Guaraldi, Cannonball Adderley, Getz and Byrd and Dave Brubeck. Most of these albums have sold better than most pop sets. How big can a jazz album get? The jazz version of "My Fair Lady" by Shelly Manne and Friends went over 500,000, and Erroll Garner's "Concert By the Sea" also passed the 500,000 mark, a respectable mark for an LP.

JazzScope

SEVEN JAZZ NAMES WILL provide the jazz for a new MGM TV show "Mr. Novak." The group includes **Shelly Manne, Red Mitchell, Artie Kane, Frankie Flynn, Cappy Lewis, Al Hendrickson,** and **Ronnie Lang.** "Mr. Novak" will be seen over the NBC-TV network starting on September 24, and will star **James Franciscus** and **Dean Jagger. Lynn Murray** is writing the music with **Jeff Alexander.** Artists will provide "juke box music" for the show, whatever that means.

Harry James and his ork will be featured during the final concert on the Monterey Jazz Festival. Other artists who will appear during the final concert will be the **Dizzy Gillespie** Quintet, the **Dave Brubeck** Quartet, and **Carmen McCrae,** who will act as mistress of ceremonies.

The University of Rochester in Rochester, New York, will perform new work by **Dave Brubeck,** first ever written for orchestra by Dave, on August 11. Brubeck and his Quartet will perform the work with the 45-piece Arranger's Workshop Verve single of "More" from **Wright.**

MERCER PENS 'CLEO' LYRICS

NEW YORK — Tunesmith Johnny Mercer has penned the words for the title theme from the Elizabeth Taylor, Richard Burton film "Cleopatra." The words have been fitted to the Alex North theme for "Antony and Cleopatra" and has been retitled "The Nile, the Theme From "Antony and Cleopatra." A vocal version of the song will be cut in Los Angeles this week by 20th Century-Fox Records.

Gibson to Tamla-Motown

DETROIT — Jack Gibson is the new national promotion director at the Tamla-Motown labels. The ex-deejay will work out of the firm's headquarters here, and will also be promo chief for the label's Gordy, Workshop Jazz and Mel-O-dy banners.

Hank Crawford Next to Pop?

NEW YORK—It has only been a few months since Hank Crawford decided he should organize his own group, and already he has garnered enough bookings on both coasts to make his decision look like a wise one. Crawford of course was well known to most jazz fans prior to organizing his own group, through his LP's on Atlantic cut while he was a member of the Ray Charles band, many of them with men from the Charles combo.

Crawford is the next jazz act that Atlantic jazz chief Nesuhi Ertegun expects to turn into an accepted pop artist as well without losing his jazz following. And since Ertegun knows whereof he speaks—witness the pop success of the Modern Jazz Quartet and Herbie Mann and his group on Atlantic, for example—chances are that Crawford could achieve the same eminence. This is the reason that Atlantic has issued a single of "Anytime" and "Blueberry Hill" from the alto-saxist's album "The Soul of the Ballad."

Crawford had been one of the mainstays of the Ray Charles band for almost five years, doubling on sax and flute in the combo that travels with Charles, and for two of those years he was the leader of the combo. His work with the Charles crew helped him grow professionally, and carried him to countless cities and towns where he won a great many followers on his own. It was his popularity as a performer that led Atlantic to sign him as a soloist in the first place.

Crawford's new single, by the way, which was a Billboard's "Special Merit" pick, has been selling steadily for Atlantic, according to the executives at the firm, and many of the country's pop jocks have been spinning the disk. If it does make it pop Crawford will be following in the heels of many other jazz artists who have bridged the gulf (a narrow one these days) over the years.

MULTI-TALENTED Dudley Moore, one of the stars of the Broadway hit, "Beyond the Fringe," first achieved fame as one of Europe's most exciting jazz pianists. Dudley Moore's swinging jazz piano is now available on the Atlantic label in this new LP, "Theme From 'Beyond the Fringe' " and "All That Jazz."
(Advertisement)

London Ups Two in Sales

NEW YORK—Two changes in London Records' sales department took place with the assignment of Sy Warner as head of the American Group Division and Jack Welfeld as chief of the London and London International pop singles.

Warner, a nine-year vet of the London family, has been in charge of the Record Merchandising Division of the company for the last three years, a post he will retain. Welfeld has been associated with the label for 14 years and has been in charge of all internal sales controls.

Coming on this page in future weeks:

Next week
Classical

August 17 issue
Folk

August 24 issue
Language Records

New Garner Album Up

NEW YORK — Early next month, the second Erroll Garner album, purchased by Octave Records and released through Reprise Records will hit the shops. The album is a full orchestra rendition of the Garner score for the forthcoming Paramount flick, "A New Kind of Love." The album will feature the pianist, naturally, and is called "A New Kind of Garner." Leith Stevens is conductor of the 35-piece ork. Reprise will release this album on a worldwide basis.

Further on the international front, arrangements have been made with Harold Davison for Garner's next European tour. It kicks off in Great Britain October 12, and 17 dates in England, Ireland and Scotland are called for. The pianist's current "One World Concert" LP is being promoted around the world by Philips, and besides the English and allied dates, Garner will play six dates in Italy, two in Paris, and TV in both cities plus appearances in Sweden and Denmark. Come May and June of 1964 it is expected Garner will make his first tour of the Far East playing New Zealand, Australia, Japan and Korea.

S-B Starts Talent Firm

NEW YORK — Shapiro-Bernstein has moved into the artist management field with the organization of the S-B Talent Corporation.

The company is currently making a large-scale effort to step up over-all productivity designed to deliver a complete package — song, artist and master.

During the past few months, S-B and Painted Desert Music Corporation have signed Joyce Paul, Denny Randell, Ted Cooper and Eddie Martin and other writers and recording artists to exclusive contracts.

Emil La Viola, S-B professional manager, will be in Nashville the week of July 22 to assist Harry Walker, manager of its Nashville operation, in producing several Joyce Paul masters.

The Leader's Visitors

ON THE SET with Frank Sinatra, second from right, are, left to right, Jeff Baxter, WERE, Cleveland; Donald C. Keyes, vice-president in charge of programming for McLendon radio stations; Yolanda Salas, also with McLendon, and Jack Magraw, national promotion director for Reprise Records. Film is "Four for Texas."

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BOSTON
HARTFORD
MEMPHIS
...and now
bustin' out
coast to coast!

SONNY JAMES

THE MINUTE YOU'RE GONE

Capitol RECORDS #4969

GET ON BOARD A BIG, BIG HIT!

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COUNTRY MUSIC CORNER

By BILL SACHS

John McKenzie, president of the British Country & Western Society, and his fiancee, **Carol Dickinson,** arrived in Nashville Thursday (25) for a 17-day vacation. **Hank Snow** was on hand to greet them upon their arrival and to set them up in Music City. During their stay in the States, they will take time out to visit with **Bill Clifton** in Charlottesville, Va. They return to England August 10. McKenzie reports that **Murray Kash** has just begun a new series of c.&w. music programs on the BBC network and he puts in a plea to the artists and diskeries for singles and albums for the air shows being promoted by the British society. McKenzie's address is 36 North Road, Broadwell, Coleford, Gloucestershire, England.

Rusty (Ko Ko) Adams has been routed by the Dink Burgess Enterprises, Nashville, for the Illinois State Fair, Springfield, August 9-18; Sterling, Colo., August 19; Eustis, Neb., 20; Kearney, Neb., 22; Grant, Neb., 23, and Stapleton, Neb., 24. . . . **Frances Self and Her Playmates,** Western swing combo comprising Frances on guitar; **Archie Bingham,** rhythm guitar and vocals; **Dean Dobbins,** bass and vocals; **Estes Ragland,** guitar and arranger; **Duane Marrs,** steel, and **Montie Tilley,** drums, are set for Golden Nugget, Las Vegas, August 1-7. Booking was arranged by **Ray Bingham,** Tulsa, Okla., agent.

Hank Thompson and His Brazos Valley Boys closed a week's stand at the Frontier Days Rodeo, Cheyenne, Wyo., Sunday (28) as a featured night show attraction. It marked Hank's fifth year as a feature of the rodeo. . . . Capitol Records' **Roy Clark** currently hot with "Tips of My Fingers," is touring Wyoming, Nebraska, Kansas and Texas, after two weeks at the Golden Nugget, Las Vegas. He returns there September 5 for two weeks. . . . **Wanda Jackson** was in Nashville last week for a single and album session for Capitol, with **Ken Nelson** directing. Wanda and her **Party Timers** are booked for a tour through the Pacific Northwest with Seattle promoter, **Jack Roberts,** August 1-10.

Clyde Beavers guested on WWVA's "World's Original Jamboree" in Wheeling, W. Va., Saturday (27). Clyde, whose "Sukiyaki" (in English) is winning favor in several markets, played to fat business at the Club 54, Chicago, July 12-14, and is slated for other club dates in the Windy City area in late August. . . . **Harry Fenster,** Bronx, N. Y., song cleffer, postals that he expects to hit pay dirt with his "It's All Over But the Crying," as done by **Al Martino** on the 20th-Fox label, which has been netting loads of network spins. Tune is published by Southern Music. Considerable action is also reported on Fenster's "You Knew Me When You Were Lonely," which **Eddie Zack** has waxed for Columbia.

Jimmy Logsdon, c.&w. jock at WCKY, Cincinnati, worked Mockingbird Hill Park, Anderson, Ind., recently with **Marty Roberts,** and is skedded for a return engagement there August 24 along with **Johnny Cash.** Jimmy's new album on the King label, "Howdy, Neighbor," is due out this week. Recent visitors on Logsdon's WCKY platter show included the **Stanley Brothers,** who plugged their new tune, "He Went to Sleep and the Hogs Ate Him" b.w. "Lips That Lie"; **Hillias Buttram,** who introduced his new one, "The Legend of Uncle Jm," and **Russell Simms,** who dropped in with **Lattie Moore,** who has what appears to be a winner in "Honky Tonk Heaven."

Dewey Groom and his 10-piece band, who rarely stray from the confines of Dewey's Longhorn Ranch, Dallas, journeyed recently to Austin, Tex., for an engagement sponsored by the Texas Country Network. Accompanying the Groom group on the date were **Slim Whitman, Leon Payne, Charlie Walker, Mac Curtis** and **Stringbean,** with **John Buckley** handling the emsee chores. Groom has been elected to serve on the board of Dallas Local 147, AFM. . . . **Roe Maddox** is back in Oceanside, Calif., following a 10-day tour of Hawaii. . . . **Ernest Ashworth,** whose "Talk Back, Trembling Lips" is firmly entrenched on the country charts, does a guest shot on "Big D Jamboree," Dallas, August 10.

Roy Drusky is routed for Toledo, August 2; Atlanta, 3, and Manassas, Va., 11. . . . **Skeeter Davis** shows her wares at Macon, Ga., August 3; Atlanta, 3; Manassas, Va., 4; Gouverneur, N. Y., 7; Illinois State Fair, Springfield, 10. . . . The **Wilburn Brothers** treat the natives of San Antonio, August 2; Uvalde, Tex., 3; Houston, 4; Marshall, Ill., 9; Springfield, Ill., 10, and Granite City, Ill., 11.

Decca is planning a two-record volume on **Bill Monroe and His Blue Grass Boys** to be released this winter. Titled "The Bill Monroe Story," it will include extensive notes and photos Bluegrassers back to 1939, when Bill made his debut on "Grand Ole Opry." Volume will also feature all of Monroe's old favorites, some of which have been out of print on old Columbia and Decca issues for as many as 20 years. . . . **Charles Wright,** Dallas agent, is busy auditioning new songs and talent in the Southwest for presentation in Nashville in November during WSM's National Country Music Festival.

A country package highlighting **Bill Anderson, Sonny James, Ernest Ashworth, Jimmy Day, James O'Gwynn, Shot Jackson** and **Melba Montgomery** played to a full house at Amarillo, Tex., July 19, and repeated the success the following night at Big Spring, Tex. Anderson missed the latter date, as he was booked for a guest shot on "Big D Jamboree," Dallas, that night. Above bookings were arranged by **Jack Allen,** of Town & Country Enterprises, Amarillo. Allen also had **Lefty Frizzell** on three successful dates at Hobbs, N. M., July 18; Amarillo, Tex., 19, and Grand Prairie, Tex., 20. Allen last week announced the formation of Nita-Lou Music and plans a trip to Nashville this week to place several of the firm's tunes. . . . **Clyde Beavers** jetted to Houston July 20 for an appearance on the **Larry Kane** TV show along with **Jimmy Dean** and **Little Willie John.**

IN A FURTHER move for expansion, Nashville booker Hubert Long last week announced the signing of Jim Tole (seated) as artist co-ordinator. Jim will assist in all matters of booking and promotions. Tole has most recently been employed with the Ferlin Husky band.

Johnny Cash on 'Hootenanny' Sept. 30

CINCINNATI—Johnny Cash has been set for the ABC-TV network show, "Hootenanny," September 30. The show will emanate from Southern Methodist University, Dallas.

Cash is also firmed for an appearance in the MGM movie, "Hootenanny," slated for release in September. A tour of England and Ireland follows for Cash in October.

Mockingbird Mark Set

ANDERSON, Ind. — Flatt and Scruggs and the Wilburn Brothers set an all-time attendance record at Mockingbird Hill Park here in a one-day stand Sunday, July 21, according to Smiley Wilson, who handles the bookings at the spot.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 8/3/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	**RING OF FIRE** Johnny Cash, Columbia 42788	9
2	3	**SIX DAYS ON THE ROAD** Dave Dudley, Golden Wing 3020	10
3	2	**ACT NATURALLY** Buck Owens, Capitol 4937	17
4	5	**ABILENE** George Hamilton IV, RCA Victor 8181	8
5	4	**WE MUST HAVE BEEN OUT OF OUR MINDS** George Jones & Melba Montgomery, United Artists 575	14
6	7	**GUILTY** Jim Reeves, RCA Victor 8193	4
7	10	**SANDS OF GOLD** Webb Pierce, Decca 31488	7
8	13	**TALK BACK TREMBLIN' LIPS** Ernest Ashworth, Hickory 1214	7
9	9	**SWEET DREAMS (Of You)** Patsy Cline, Decca 31483	13
10	12	**DETROIT CITY** Bobby Bare, RCA Victor 8183	5
11	6	**STILL** Bill Anderson, Decca 31458	24
12	8	**LONESOME 7-7203** Hawkshaw Hawkins, King 5712	21
13	16	**THE OTHER WOMAN** Loretta Lynn, Decca 31471	9
14	11	**YOU COMB HER HAIR** George Jones, United Artists 578	5
15	15	**I'M SAVING MY LOVE** Skeeter Davis, RCA Victor 8176	20
16	18	**TIPS OF MY FINGERS** Roy Clark, Capitol 4956	5
17	14	**OLD SHOWBOAT** Stonewall Jackson, Columbia 42765	11
18	20	**THE MINUTE YOU'RE GONE** Sonny James, Capitol 4969	3
19	19	**LOVING ARMS** Carl Butler & Pearl, Columbia 42778	5
20	21	**MY BABY'S NOT HERE** Porter Wagoner, RCA Victor 8178	3
21	—	**SUKIYAKI** Clyde Beavers, Tempwood 1044	1
22	22	**ROLL MUDDY RIVER** Wilburn Brothers, Decca 31464	13
23	23	**LITTLE OLE' YOU** Jim Reeves, RCA Victor 8193	2
24	26	**THE ONLY GIRL I CAN'T FORGET** Del Reeves, Reprise 20158	13
25	25	**BAD NEWS** John D. Loudermilk, RCA Victor 8154	4
26	27	**LOOSE LIPS** Earl Scott, Mercury 72110	2
27	—	**I GOTTA GET DRUNK (And Shore Do Dread It)** Joe Carson, Liberty 55578	1
28	28	**DOWN TO THE RIVER** Rose Maddox, Capitol 4975	7
29	—	**A HEARTACHE FOR A KEEPSAKE** Kitty Wells, Decca 31501	1
30	—	**WE'RE THE TALK OF THE TOWN** Buck Owens & Rose Maddox, Capitol 4922	1

GOING GREAT!
DEL REEVES
"The Only Girl I Can't Forget"
Reprise R 20158
"Somebody Left the Gates of Heaven Open"
By OTIS STEPHENS
Reprise R 20196

"TEENAGE LETTER"
Jerry Lee Lewis
b/w
"SEASONS OF MY HEART"
SUN #384
Jerry Lee Lewis
With
Linda Gail Lewis
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639 Madison Memphis, Tenn.

PAMPER MUSIC's Bob Forshee and Wayland Stubblefield, national promotion director for Pamper, spot a Pamper Spotlight Pick in last week's issue of Billboard. The Forshee-inked tune, "A Good Country Song," was waxed by Hank Cochran on the Gaylord label and is distributed by Monument Records.

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"LET YOUR HAIR DOWN"
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The Gems
Chess #1863

"PAYBACK"
by
Etta James
Argo #5445

"IF IT AIN'T ONE THING, IT'S ANOTHER"
by
The Dells
Argo #5442

"ORGAN SHOUT"
by
Dave "Baby" Cortez
Chess #1861

POP-JAZZ HIT!
"BONITA"
by
Illinois Jacquet
Argo #5444

CHESS
PRODUCING CORP.
2120 S. Michigan Chicago 16, Ill.

RADIO STATION KATZ, St. Louis, raised some 70,000 pounds of food and $1,300 in cash to aid residents of Greenwood, Miss., in their fight for civil rights. Hal Gold, Capitol's branch manager, watches Jonah Jones make his contribution to the Greenwood piggy bank held by Dave Dixon, KATZ program director.

R & B ROUNDUP

By NICK BIRO
(Chicago Office)

World Pacific, a top jazz label, is entering the rhythm and blues field. First release is "Anything for You," by the **Furys.** It's already listed by WVON and WBEE, Chicago. . . . It's a happy birthday to **Paul Proctor** of Chicago's Summit Distributing Company. Paul, incidentally, tells us he's looking for r.&b. lines. . . . Chicago's Potter Distributing Company has picked up the Haral label. And it's a girl, **Phyllis Elaine,** for **Mr. and Mrs. John Muse** (he's Potter's promotion ace). John claims strong sales on "Kissin' Friend," by **Rick and the Masters** on Haral, and "Return to Me," by the **Fabulous Continentals** on CB Records. . . . **Herferth (Tiny) Blue** joined Salem Records as national promotion manager. His hot ones of the week are "I'll Make a New World Just for You," with **Francis Burr,** and "Moments of Infatuation," by **Jackie Bee.**

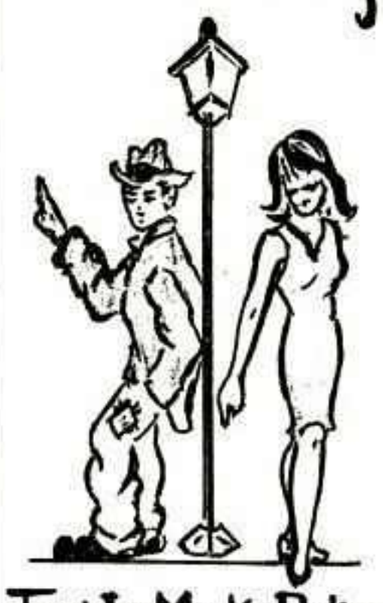
Four of Chicago's top r.&b. deejays are scoring well with their Monday and Wednesday night hops at Budland on the city's South Side. Latest dance craze in the teen-age center is the Gorilla (it's bigger than the Monkey). The group, who call themselves the Four Jays, are **Jerry (The Duke) Murray,** WOPA; **Jim (Dandy) Reese,** WBEE; **E. Rodney (Madland) Jones,** WVON, and **Louis (Big Jay) Jefferson,** popular South Side spinner. . . . Vee Jay has signed the **Chanteuers** and their first release is "Grissley Bear." The group formerly recorded for Mercury. **William Tyson,** formerly a New York and Chicago deejay (WOV, WSBC, WEAW and WOPA), is their manager. Tyson also heads Ty-Do Records, month-old diskery whose first release is "The Big Ape" by **Paul Hankinn,** another Chicagoan.

Ray Dobard, head of Music City, Berkeley, Calif., says the following are making it over the country: "Cross Roads," **Luther Randolph;** "Chinese Checkers," **Booker T and the MG's,** and "Baby I Dig Love," **Ridy Lewis.** . . . **D. R. Cool** writes from West Palm Beach, Fla., to tell us he's just been selected as guest columnist for Mr. Deejay magazine, and that he's also the leader of the famous r.&b. vocal group, the **Fabulous Sapphires,** currently doing one-niters. . . . **Hy Lit** (WIBG) and **Lord Fauntleroy** (WDAS) held a benefit show for the City of Hope charities. It was at a Philadelphia drive-in and featured such stars as **Little Stevie Wonder, Gary (U. S.) Bonds, Sam Cooke, Smokey Robinson** and the **Miracles. Al Kelly** claims some of the kids were packed 10 to a car. . . .

Billy Harper, promotion man at Philly's Universal Distributors, claims action on "Que Sera, Sera" by the **High Keys** on Atco. Universal has also picked up the Canadian American and Sabina lines. . . . Philly's **Saul Lampert** picked up the Herald and Ember lines, A. & L. Distributors picked up the Coliseum line, and Chips picked up Hickory.

Larry Cohen claims that "Hey Girl," by **Freddie Scott** on Colpix, is hot in Philly. . . . Little Stevie Wonder's "Fingertips" is tops at KATZ this week. . . . Philips is pushing "You Stayed Away Too Long" b/w "One at a Time" by **Lonzine Cannon.** . . . **Bob Catron** claims Chicago, Cleveland and Pittsburgh action on "Elephant Walk" on Cortland. It's by **Donald Jenkins** and the **Delighters.** Producer was Catron's own B-C Productions with **"Uncle" Earl Glicken** handling sales. . . . **Fred Hightower** claims action on "Handful of Blood b/w "Re-Entry" by the **Starfires** on Sonic. It's an instrumental and the group's first disk.

Times is Tough



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HOT R&B SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 8/3/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	3	**FINGERTIPS (Part II)** Little Stevie Wonder, Tamla 54080	6
2	5	**PRIDE AND JOY** Marvin Gaye, Tamla 54079	10
3	1	**EASIER SAID THAN DONE** Essex, Roulette 4494	6
4	7	**SO MUCH IN LOVE** Tymes, Parkway 781	6
5	8	**MOCKINGBIRD** Inez Foxx, Symbol 919	7
6	6	**SURF CITY** Jan & Dean, Liberty 55580	5
7	4	**JUST ONE LOOK** Doris Troy, Atlantic 2188	7
8	2	**HELLO STRANGER** Barbara Lewis, Atlantic 2184	11
9	10	**NO ONE** Ray Charles, ABC-Paramount 10453	5
10	9	**MY TRUE CONFESSION** Brook Benton, Mercury 72135	5
11	—	**MEMPHIS** Lonnie Mack, Fraternity 906	3
12	12	**ONE FINE DAY** Chiffons, Laurie 3179	6
13	15	**IT WON'T BE THIS WAY (Always)** King Pins, Federal 12484	3
14	11	**NOT ME** Orlons, Cameo 257	6
15	17	**WITHOUT LOVE (There Is Nothing)** Ray Charles, ABC-Paramount 10453	5
16	20	**(You're the) DEVIL IN DISGUISE** Elvis Presley, RCA Victor 8188	2
17	19	**WIPE OUT** Surfaris, Dot 16479	3
18	16	**IT'S MY PARTY** Lesley Gore, Mercury 72119	11
19	—	**THE MONKEY TIME** Major Lance, Okeh 7175	1
20	22	**TIE ME KANGAROO DOWN, SPORT** Rolf Harris, Epic 9596	3
21	—	**LEAVE ME ALONE** Baby Washington, Sue 790	1
22	23	**SHAKE, SHAKE, SHAKE** Jackie Wilson, Brunswick 55246	2
23	—	**CANDY GIRL** 4 Seasons, Vee Jay 539	1
24	26	**LOVE ME ALL THE WAY** Kim Weston, Tamla 54076	2
25	25	**RIVER'S INVITATION** Percy Mayfield, Tangerine 931	4
26	—	**I (Who Have Nothing)** Ben E. King, Atco 6267	1
27	27	**SHAKE A HAND** Jackie Wilson & Linda Hopkins, Brunswick 55243	4
28	—	**MAN'S TEMPTATION** Gene Chandler, Vee Jay 536	1
29	28	**WHAT A FOOL I'VE BEEN** Carla Thomas, Atlantic 2189	2
30	—	**HEY GIRL** Freddie Scott, Colpix 692	1

BRIAN HYLAND
"I'M AFRAID TO GO HOME"
b/w
"SAVE YOUR HEART FOR ME"
ABC-10452
ABC-PARAMOUNT
FULL COLOR FIDELITY

MORE HITS FROM DETROIT
"HEAT WAVE"
MARTHA & THE VANDELLAS
GORDY 7022
"MY DADDY KNOWS BEST"
MARVELETTES
TAMALA 54082
TAMALA/MOTOWN RECORDS
DETROIT, MICH.

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20TH CENTURY-FOX RECORDS

PRESENTS

3 summer hits

EILEEN BARTON

With a National Breakout

THE EARTH STOOD STILL

b/w

PATTY CAKE, PATTY CAKE

417

TEX & THE CHEX

With their Chart-Rider

BEACH PARTY

411

COREY DENVER'S

Southern Smash

JOHNNY RIVER

412

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BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

HELLO MUDDUH, HELLO FADDUH . . .
Allan Sherman, Warner Bros. 5378

DESERT PETE . . .
Kingston Trio, Capitol 5005

★ REGIONAL BREAKOUTS

These new records, not yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major market(s) listed in parentheses.

LONELY SURFER . . .
Jack Nitzsche, Reprise 20202 (Little Darlin', BMI) (San Francisco, Seattle)

MORE . . .
Vic Dana, Dolton 81 (Marks, BMI) (Boston)

THIS OLD HEART . . .
Monarchs, Sound Stage 7 2502 (Wisto, BMI) (Washington)

MALA FEMMENA . . .
Jimmy Roselli, Lenox 5571 (Romance-Ding Dong, BMI) (New York)

I CRIED AT LAURA'S WEDDING . . .
Barbara Lynn, Jamie 1260 (Dickson-Hansen, ASCAP) (Philadelphia)

MAN'S TEMPTATION . . .
Gene Chandler, Vee Jay 536 (Conrad-Karlan, BMI) (Washington)

LOVER BOY . . .
Cleftones, Gee 10488 (Patricia, BMI) (Pittsburgh)

THAT'S WHAT MY HEART NEEDS . . .
Otis Redding, Volt 109 (East-English, BMI) (New Orleans)

WHERE IS JOHNNY NOW . . .
Sapphires, Swan 4143 (Hill & Range-Tilmar, BMI) (Philadelphia)

STOP PRETENDING . . .
Clovers, Porwin 1002 (Hinny-Walnut, BMI) (Washington)

SINGLES REVIEWS

SPOTLIGHT WINNERS OF THE WEEK

Pop single spotlights are those singles with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing in the top 50 of Billboard's Hot 100 chart. Spotlight winners in the country music and rhythm and blues categories are selected to achieve a listing on the Country Music or R.&B. charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

SINGLES REVIEW POLICY

Every single sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks. All other singles are listed in their respective categories.

POP SPOTLIGHT

THE CRICKETS

APRIL AVENUE

(Cricket, BMI) (2:13)—Liberty 55603

The Crickets might hop back on the charts with this dramatic reading of a story about a boy who loses his gal on the way to the top. The side builds to an exciting climax. Flip is "Don't Say You Love Me" (Cricket, BMI) (2:24).

POP SPOTLIGHT

MARTY ROBBINS

NOT SO LONG AGO

(Marty's, BMI) (2:03)

I HOPE YOU LEARN A LOT

(Maricana, BMI) (3:03)—Columbia 42831

Two fine sides by Marty that should appeal to his fans both in the pop and country fields. Topper is a warm ballad with a wistful feeling that shows off Marty's stylish voice and guitar work. Flip is in the country vein and tells a story of heartache.

POP SPOTLIGHT

BILL ANDERSON

8 X 10

(Moss Rose, BMI) (2:48)

ONE MILE OVER—TWO MILES BACK

(Moss Rose, BMI) (2:17)—Decca 31521

A tender ballad receives a heart-warming performance from Bill Anderson and chorus on this interesting waxing; he talks and sings it. The flip is sold with feeling as Anderson gives his all on the weeper over strong choral backing. Should do well in pop and country.

POP SPOTLIGHT

THE BUTTONS

FOOT STOMPIN' U.S.A.

(Tree, BMI) (1:58)—Columbia 42834

A real swinging side with a hot built-in attention-getter. The group runs the gamut of most of the major cities in the country. The home town mentions, plus the driving performance makes this one a real hot chart contender. Flip is "Walk Away Girl" (Tree, BMI) (2:01).

POP SPOTLIGHT

PATTERSON SINGERS

DOWN BY THE RIVERSIDE

(Conrad, BMI) (2:10)—Vee Jay 929

There's no stopping this group on this swingin'-hand-clappin' rendition of the traditional spiritual. Robert Patterson's arrangement, featuring rapid repetition of the phrase "study war," knocks this homer right out of the ball park. Flip is "When the Saints Go Marchin In" (Conrad, BMI) (2:10).

POP SPOTLIGHT

THE ROUTERS

BIG BAND

(Wrist-House of Joseph, BMI) (2:25)

A-OOGA

(Wrist-House of Joseph, BMI) (2:05)—Warner Bros. 5379

A real catchy ditty featuring a Bo Diddley beat delivered by wailing guitars, wailing saxes and a wailing high-pitched chorus. The sound is different enough to capture the attention of the teen set and the socko ending makes sure everybody listens—all the way through. The flip is on the hot rod kick and really moves down the pike.

POP SPOTLIGHT

ARTHUR ALEXANDER

PRETTY GIRLS EVERYWHERE

(Recordo, BMI) (2:10)—16509

A change of pace for balladeer Alexander. This one is an up-tempo rocker and Alexander proves he's able to belt out a tun with the best of them. The side has the hit sound and could be a favorite with the teen set. Flip is "Baby, Baby" (Valley, BMI) (1:40).

POP SPOTLIGHT

LONZINE CANNON

YOU STAYED AWAY TOO LONG

(Shapiro-Bernstein, ASCAP) (2:15)

ONE AT A TIME

(Seneca-Lampert-Northern, ASCAP) (2:07)—Philips 40128

A new belting talent, Lonzine Cannon, fields a meaningful tune with an excitement that could send this side right up the charts. The flip gives the young thrush an opportunity to show her ability on an up-tempo tune. The gal is a talent to watch.

POP SPOTLIGHT

THE DUPREES

WHY DON'T YOU BELIEVE ME

(Brandom, ASCAP) (2:39)—Coed 584

The contemporary sound of the Duprees is coupled with a Glenn Miller big band style backing on the hit of a decade ago. The blending of the new and old makes this side as explosive as dynamite. Flip is "The Things I Love" (Cherio, BMI) (2:30).

POP SPOTLIGHT

BARBARA LEWIS

STRAIGHTEN UP YOUR HEART

(McLaughlin, BMI) (2:22)—Atlantic 2200

Barbara Lewis should stay on the charts with this fine follow-up to her smash hit "Hello Stranger." It's in that same soft groove, with the gal singing it with tender feeling while the ork accompanies her tastefully. Flip is "If You Love Her." (McLaughlin, BMI) (2:13).

POP SPOTLIGHT

THE CRYSTALS

THEN HE KISSED ME

(Mother Bertha-Trio, BMI) (2:30)—Philles 115

Here's a mighty powerful performance of a first-rate piece of teen material penned and produced by Phil Spector, with the Crystals backed by a big, splashy ork that sounds like the New York Philharmonic. Should be one of their biggest. Flip is "Brother Julius" (Lankap, BMI) (2:00).

POP SPOTLIGHT

ARTHUR PRYSOCK

CRAWDAD

(Mayfair, ASCAP) (2:47)—Old Town 1144

The traditional oldie is handled brightly here by Prysock over catchy ork and chorus backing. A side with a chance to break out—watch it. Flip is "There Will Never Be Another You" (Mayfair, ASCAP) (2:47).

POP SPOTLIGHT

LUCKY STARR

MULE SKINNER BLUES

(Peer Int'l, BMI) (1:50)—Dot 16506

A socko performance by newcomer Lucky Starr. The side rides the crest of excitement punctuated by assorted yah hoos from Starr. Tune was a hit before and could one again. Flip is "I've Been Everywhere" (Hill & Range, BMI) (2:12)

POP SPOTLIGHT

LITTLE JOHNNY TAYLOR

PART TIME LOVER

(Cireco-Escort, BMI) (3:16)

SOMEWHERE DOWN THE LINE

(Cireco-Escort, BMI) (2:17)—Galaxy 722

A good, solid, bluesy ballad that tells the story of the guy who wants only a part-time love. The flip is the swinging down home side. Taylor gives powerful readings on both tunes and both sides could make noise.

C.&W. SPOTLIGHT

GENE MARTIN AND JUNE STEARNS

THREE SIDES TO THE STORY

(Starday, BMI) (2:25)

JUST ANOTHER SONG

(Starday, BMI) (2:35)—Starday 639

Two new talents bow on the country scene here, as Gene Martin and June Stearns come through with a sock debut performance of a touching weeper in "Story." Flip gives the thrush a chance to display her strong ballad style with a touch of the late Patsy Cline in her voice. Two singers worth watching.

C.&W. SPOTLIGHT

PATSY CLINE

FADED LOVE

(Wills, BMI) (3:43)

BLUE MOON OF KENTUCKY

(Peer Int'l, BMI)—Decca 31522

The late Patsy Cline shows off her fine style on two strong items here. "Faded Love" is a lovely song with a strong lyric line that Patsy sings with much heart. Flip is the bluegrass tune, which she sells stylishly. Both should get much exposure.

C.&W. SPOTLIGHT

WANDA JACKSON

LET ME TALK TO YOU

(Cedarwood, BMI) (2:07) — Capitol 5015

Wanda sings this tearful pleader in emotional fashion, asking her beau for just one more chance so she can talk to him. It's a strong item for the market. Flip is "Memory Mountain" (Valley, BMI) (2:23).

C.&W. SPOTLIGHT

KITTY WELLS AND ROY DRUSKY

ANOTHER CHANCE TO FALL IN LOVE

(Cedarwood, BMI) (2:20)

MY WORLD'S LOSING YOU

(Moss Rose, BMI) (2:39)—Decca 31523

Two of Decca's top stars team up for a memorable pair of recordings. Topper is a weeper with an unusual twist sung warmly by Kitty and Roy; flip is a weeper that also is handled with a sure touch. Two fine sides.

SPECIAL MERIT SPOTLIGHT
POP DISK JOCKEY PROGRAMMING

RODGER WILLIAMS

LOOK AGAIN

(United Artists-Fairlane, ASCAP) (2:14)
Kapp 545

Lively version of the theme from the flick "Irma La Douce" played in happy fashion by Rodger Williams over a bright arrangement featuring ork and choral work. Should catch loot. Flip is "Danke Schoen" (Roosevelt, BMI) (2:44).

SPECIAL MERIT SPOTLIGHT
POP DISK JOCKEY PROGRAMMING

STEVE ALLEN

CUANDO CALIENTA EL SOL

(Peer Int'l, BMI) (2:32)—Dot 16507

Sung in Spanish by the Copacabana Quartet, the tune is comparable to the Italian hit "Volare" in sound and approach and becomes more infectious as it goes on. Flip is "Leave It to Me" (Trenner, ASCAP) (2:08).

SPECIAL MERIT SPOTLIGHT
POP DISK JOCKEY PROGRAMMING

JOHNNY PARKER AND HIS ORK

JAMBALAYA

(Fred Rose, BMI) (1:55)—Contempo 902

A bright up-tempo sound featuring the trumpet of Johnny Parker. A swingin' chorus provides the backing for this earpleaser. Highlighted is a hearty backbeat sustained on the organ. Flip is "I Can't Stop Loving You" (Fred Rose, BMI) (2:35).

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With The Sound That Sells, singing

"TANTO, TANTO"

b/w an Instrumental Version by

SCRATCH'S KATS

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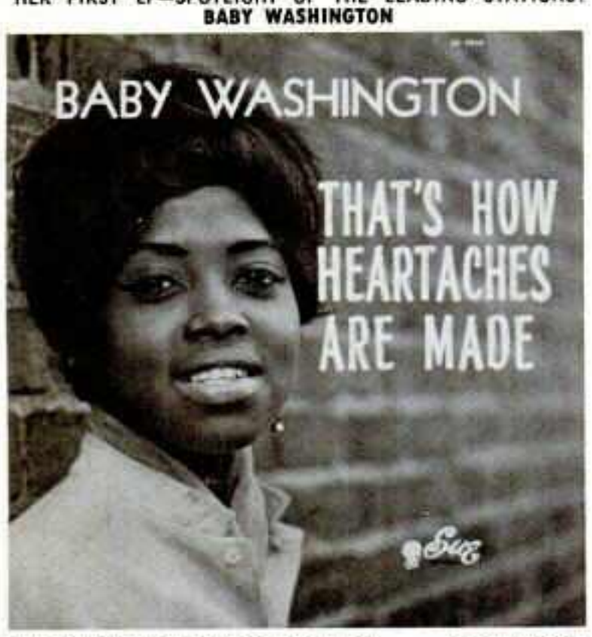
MOCKINGBIRD .....SYMBOL LP 4400

HER FIRST LP—SPOTLIGHT OF THE LEADING STATIONS!
BABY WASHINGTON



THAT'S HOW HEARTACHES ARE MADE .....SUE LP 1014

HIS SECOND HIT LP!
JIMMY McGRIFF

ONE OF MINE .....SUE LP 1013

BEST AND BRAND NEW!
IKE & TINA TURNER

IT'S GONNA WORK OUT FINE .....SUE LP 2007

GOING ALL THE WAY ON THE CHARTS!

MOCKINGBIRD

INEZ FOXX

SYMBOL 919

INEZ FOXX'S BROTHER COMES THRU ON HIS OWN!

HERE WE GO ROUND THE MULBERRY BUSH

'CHUCK' JOHNSON

SYMBOL 921

ANOTHER BIG ONE FOR BABY!

LEAVE ME ALONE

BABY WASHINGTON

SUE 790

THIS IS IT!

ONE OF MINE

JIMMY McGRIFF

SUE 786

UNDER A NEW BANNER!

A PERFECT WIFE

ROBERT AND JOHNNY

SUE 792

Sue RECORDS
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★★★★

FOUR-STAR SINGLES

The four-star rating is awarded new singles with sufficient commercial potentia. in their respective categories to merit being stocked by dealers, one-stops and rack jobbers handling that category.

POPULAR

GLADYS KNIGHT
★★★★ Queen of Tears (Knick Knack, BMI) (2:47)—★★★★ A Love Like Mine (Bob Dan, BMI) (2:52). VEE JAY 545

DAMITA JO
★★★★ Melancholy Baby (Vogel-Shapiro-Bernstein, ASCAP) (2:27) — ★★★★ In the Dark (Duchess, BMI) (2:40). MERCURY 72162

KENNY ROSSI
★★★★ One Night Stand (Merjoda, BMI) (2:39) — ★★★★ Everybody's Baby (Merjoda, BMI) (2:38). MERCURY 72161

BILL PURSELL
★★★★ Farewell to Adra (Omni, BMI) (2:22 — ★★★★ Pride (Cedarwood, BMI) (2:36). COLUMBIA 4283

ROBERT GOULET
★★★★ Believe in Me (Dymor, ASCAP) (2:43)—★★★★ How Very Special You Are (Chesnick, ASCAP) (3:05). COLUMBIA 42835

EDDIE HODGES
★★★★ Halfway (Sherman - DeVorzon, BMI) (2:23)—★★★★ Rainin' in My Heart (Briarcliff, BMI) (2:25). COLUMBIA 32811

EARL GRANT
★★★★ More (Marks, BMI) (2:35)—★★★★ Sukiyaki (Beechwood, BMI) (2:13). DECCA 25607

JONI JAMES
★★★★ Hey, Good Lookin' (Acuff-Rose, BMI) (2:24)—★★★★ He Says the Same Things to Me (Pogo, ASCAP) (2:30). MGM K 13159

BELLSHANNY MEN
★★★★ Billy Don't Play the Banjo (Cherrybell, ASCAP)—★★★ Hi Ro Je Rum (General, ASCAP) (2:25). CONTEMPO 903

BOBBY COMSTOCK
★★★★ The Chicken Back (Grand Canyon-Percom, BMI) (2:29)—★★★ Sunny (Grand-Canyon-Percom, BMI) (2:04). LAWN 217

BILLY DUKE
★★★★ Echoes (Damian, ASCAP) (2:35) — ★★★ Best Man (Quarter, ASCAP) (2:40). CAPITOL 5012

RONNIE DIO
★★★★ Gonna Make it Alone (Roosevelt, BMI) (2:13) — ★★★ Swingin' Street (Roosevelt, BMI) (1:58). LAWN 218

GARNET MIMMS AND THE ENCHANTERS
★★★★ Cry Baby (Rittenhouse-Mellin, BMI) (3:09)—★★★ Don't Change Your Heart (Rittenhouse, BMI) (2:50). UNITED ARTISTS 629

JULIE LONDON
★★★★ I'm Coming Back to You (Wood, ASCAP) (2:22)—★★★ When Snow Flakes Fall in the Summer (Columbia, BMI) (1:48). LIBERTY 55605

DICK LORY
★★★★ There's Gonna Be a Fight (Metric, BMI) (2:18) — ★★★ Crazy Arms (Champion-Pamper, BMI) (2:20) LIBERTY 55600

ROBERT PRICE AND THE EXOTICS
★★★★ I Said, "Hey, Little Girl" (Bobe Wes, BMI) (2:00) — ★★★ I Want Your Good Loving Bad (Bobe, Wes, BMI) (2:05). MERCURY 72169

HERMAN GRIFFIN
★★★★ Mr. Heartbreak (Prigan & Brianbert, BMI) (2:40)—★★★ Never Trust Your Girl-Friend (Jobete, BMI) (2:25). DOUBLE L 718

BARRY DARVELL
★★★★ Run Little Billy (Potomac-Cotillion, BMI) (1:59)—★★★ All I Need Is You (Potomac-Cotillion, BMI) (3:08). COLT 45 301

JEAN DuSHON
★★★★ It Won't Stop Hurtin' Me (Madchen-Bonnie-Jill, BMI) (2:00) — ★★★ Look the Other Way (Madchen-Bonnie-Jill, BMI) (2:05). LENOX 5568

FRANK CHERVAL
★★★★ Carnival Girl (Cub, BMI) (2:22)—★★★ Stay as Sweet as You Are (Crawford, ASCAP) (2:10). LAURIE 3184

LINDA HOPKINS
★★★★ Lonely People Do Foolish Things (Valencia, ASCAP) — ★★★ Little by Little (Savoy-Hill & Range, BMI) (2:14). BRUNSWICK 55248

COUNTRY

GEORGE JONES AND MARGIE SINGLETON
★★★★ Are You Mine (Jamie, BMI) (2:13)—★★★★ I Don't Hear You (Pamper, BMI) (2:46). MERCURY 72159

JAMES O. GWYNN
★★★★ No One Here But Me (Glad, BMI) (2:24)—★★★★ There's A Heartache Following Me (Tuchoe, BMI) (2:30). UNITED ARTISTS 628

KATHY DEE
★★★★ Only As Far as the Door (Glad & Wel Dee, BMI) (2:12)—★★★ Unkind Words (Glad & Wel Dee, BMI) (2:25). UNITED ARTISTS 627

CLAUDE GRAY
★★★★ Go Home Cheater (Garpax, BMI) (2:12)—★★★ I'm Gonna Lie Again (Cedarwood, BMI) (2:20). MERCURY 72156

JERRY GUTHRIE
★★★★ One Has My Name the Other Has My Heart (Peer Int'l, BMI) (2:07) — ★★★ I Saw Linda (Central Songs, BMI) (3:05). CAPITOL 5013

JAZZ

DIZZY GILLESPIE
★★★★ Good Bait (Bregman, Vocco & Conn, ASCAP) (2:59) — ★★★★ Early Mornin' Blues (Copyright Representatives, Ltd., ASCAP) (2:53). PHILIPS 40124.

MUSIC AS WRITTEN

NEW YORK

Mills' Gospel Activity

Mills Music has stepped up its activity in the popular gospel field, issuing a folio by Sister Rosetta Tharpe called "Eighteen Original Negro Spirituals" and a soon-to-be released Columbia album featuring the Clara Ward Singers and the Dukes of Dixieland. Mill's B. F. Wood affiliate has published the current single release "The Swinging Preacher," recorded by Price George on Epic.

Schroeder's Line-Up

Aaron Schroeder has signed to exclusive contracts of a group of four writers. These include John Gluck, Mel Mandel and Norman Sachs and Carl Spencer.

Gluck is the writer of such recent hits as "Lovers by Night, Strangers by Day" (the Fleetwoods); "Punish Her" (Bobby Vee); "Trouble Is My Middle Name (Bobby Vinton); "Mecca" (Gene Pitney) and "It's My Party" (Lesley Gore).

Mandel and Sachs are expected to be involved mainly with Broadway show material, with two major projects already being negotiated for them. Spencer is the writer of "My Block," by the Four Pennies, and "Deep in the Heart of Harlem," by Johnny Nash, soon to be released. These were written with teammate, Jimmy Radcliffe.

HOLLYWOOD

Two separate label mergers are currently brewing here, with all four principals in the two deals based on the Coast. One appears imminent and should be breaking within a matter of weeks. The other may happen, but at this moment appears to be far from a deal.

Daken Broadhead's 30-year-old Allied Records has set up offices in the former Mutual-Don Lee Broadcasting System Building, moving from the Las Palmas location it had occupied for three decades. Broadhead, who pulled out of the tumbling Tops Records firm, moved his seven-inch injection moulding equipment back from the former Allied plant at Bellville, N. J., to his Los Angeles factory. He claims the resulting consolida-

(Continued on page 32)

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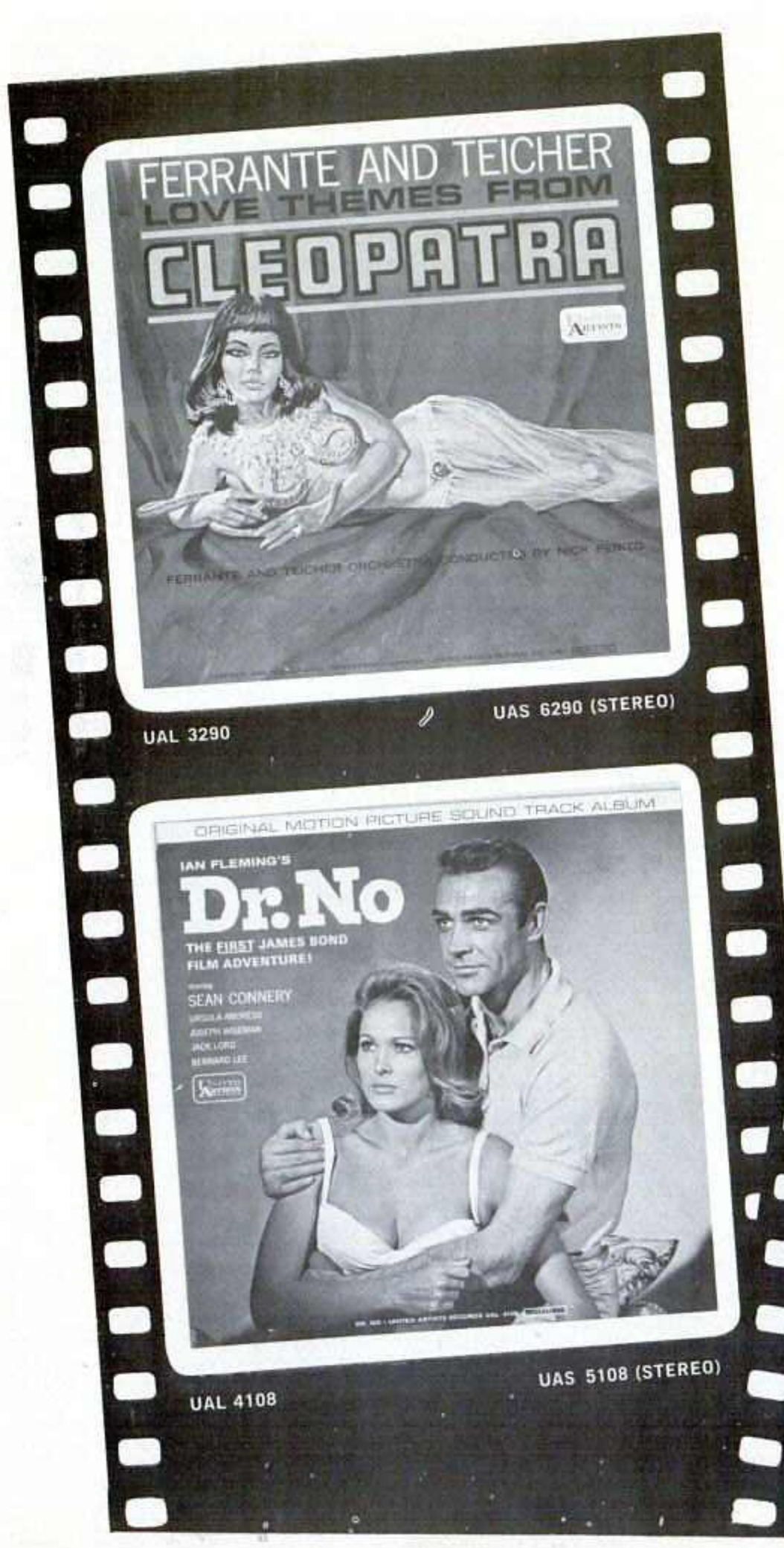

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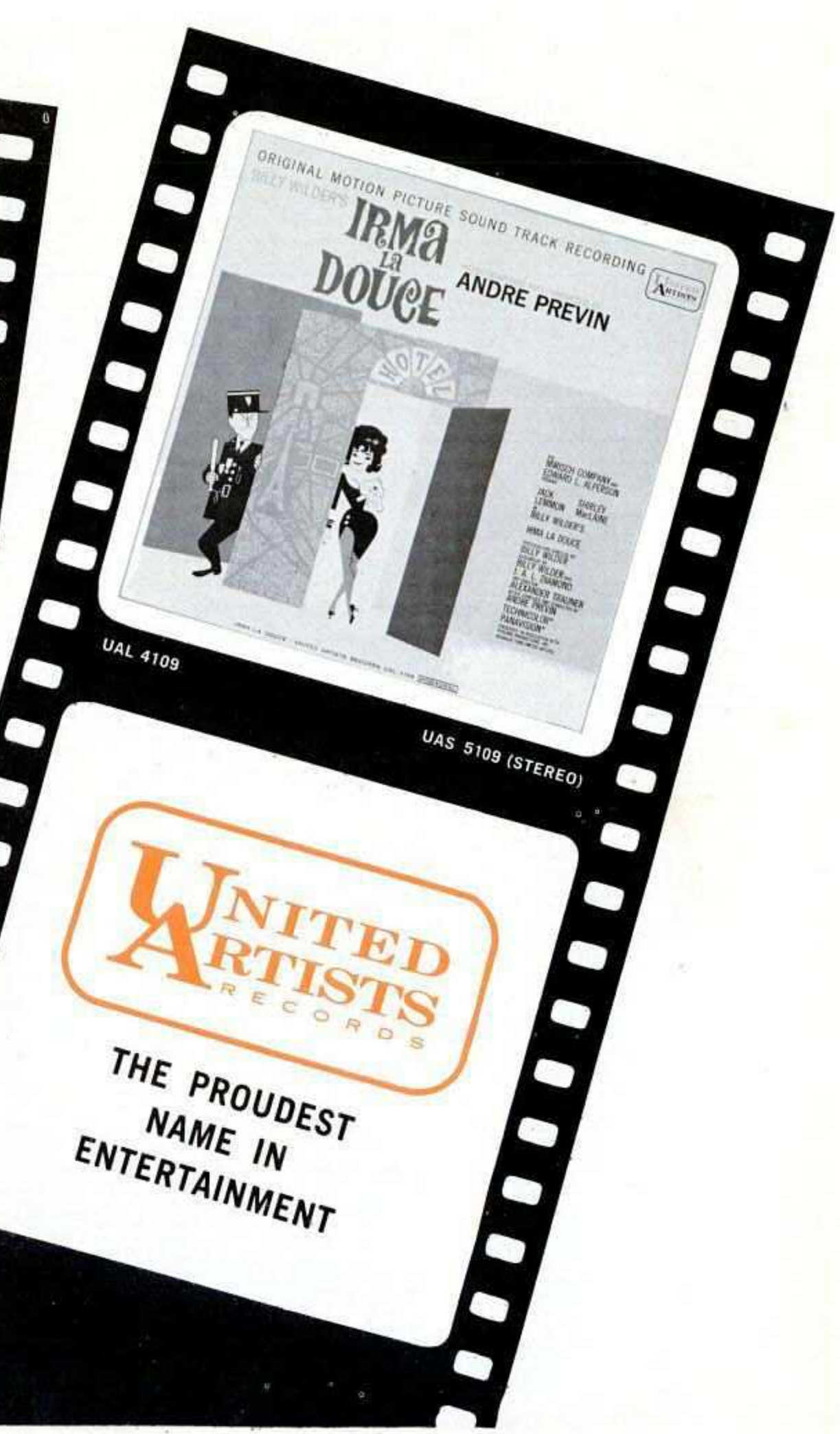

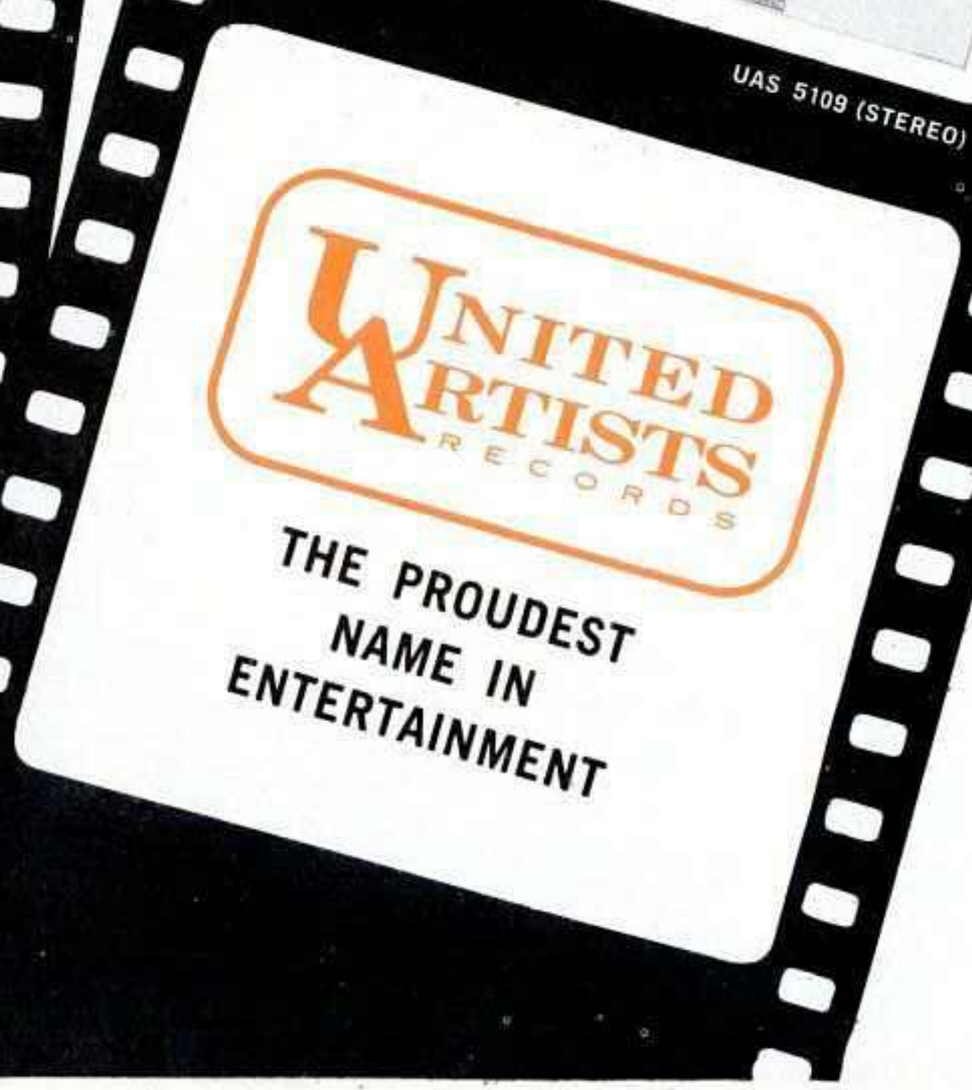

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Billboard HOT 100

FOR WEEK ENDING AUGUST 3

STAR PERFORMERS—Selections registering greatest upward progress this week.

S Indicates that 45 r.p.m. stereo single version is available.

△ Indicates that 33⅓ r.p.m. mono single version is available.

S Indicates that 33⅓ r.p.m. stereo single version is available.

THIS WEEK	1 Wk. Ago	2 Wks. Ago	3 Wks. Ago	TITLE — Artist, Label & Number	Weeks On Chart
1	2	3	4	SO MUCH IN LOVE — Tymes, Parkway 781	10
2	3	6	11	FINGERTIPS (Part II) — Little Stevie Wonder, Tamla 54080	7
3	1	1	2	SURF CITY — Jan & Dean, Liberty 55580	8
4	7	9	16	(You're the) DEVIL IN DISGUISE — Elvis Presley, RCA Victor 8188	6
5	5	7	10	WIPE OUT — Surfaris, Dot 16479	7
6	8	14	34	BLOWIN' IN THE WIND — Peter, Paul & Mary, Warner Bros. 5368	6
7	4	2	1	EASIER SAID THAN DONE — Essex, Roulette 4494	9
8	11	23	52	JUDY'S TURN TO CRY — Lesley Gore, Mercury 72143	5
9	6	4	3	TIE ME KANGAROO DOWN, SPORT — Rolf Harris, Epic 9596	9
10	10	15	20	JUST ONE LOOK — Doris Troy, Atlantic 2188	9
11	16	30	54	CANDY GIRL — 4 Seasons, Vee Jay 539	5
12	9	5	7	MEMPHIS — Lonnie Mack, Fraternity 906	9
13	15	18	28	HOPELESS — Andy Williams, Columbia 42784 △	7
14	13	10	13	PRIDE AND JOY — Marvin Gaye, Tamla 54079	12
15	12	13	15	NOT ME — Orlons, Cameo 257	8
16	19	24	27	DETROIT CITY — Bobby Bare, RCA Victor 8183	8
17	17	20	23	RING OF FIRE — Johnny Cash, Columbia 42788 △	10
18	14	8	6	SUKIYAKI — Kyu Sakamoto, Capitol 4945	13
19	28	50	73	MORE — Kai Winding, Verve 10295	4
20	24	35	49	TILL THEN — Classics, Music Note 1116	7
21	34	44	60	GREEN, GREEN — New Christy Minstrels, Columbia 42805 △	6
22	18	11	8	BLUE ON BLUE — Bobby Vinton, Epic 9593	12
23	29	42	46	DENISE — Randy & the Rainbows, Rust 5059	8
24	30	40	51	ABILENE — George Hamilton IV, RCA Victor 8181	7
25	35	51	74	MY WHOLE WORLD IS FALLING DOWN — Brenda Lee, Decca 31510	5
26	22	25	31	MY TRUE CONFESSION — Brook Benton, Mercury 72135	8
27	41	59	72	MOCKINGBIRD — Inez Foxx, Symbol 919	7
28	21	21	24	NO ONE — Ray Charles, ABC-Paramount 10453	7
29	26	31	36	DON'T SAY GOODNIGHT AND MEAN GOODBYE — Shirelles, Scepter 1255	8
30	49	63	92	TRUE LOVE NEVER RUNS SMOOTH — Gene Pitney, Musicor 1032	5
31	39	46	58	BE CAREFUL OF STONES THAT YOU THROW — Dion, Columbia 42810 △	5
32	33	37	44	SIX DAYS ON THE ROAD — Dave Dudley, Golden Wing 3020	9
33	40	53	70	I WONDER — Brenda Lee, Decca 31510	4
34	20	17	17	HARRY THE HAIRY APE — Ray Stevens, Mercury 72125	8
35	47	57	75	DANKE SCHOEN — Wayne Newton, Capitol 4989	4
36	25	12	5	ONE FINE DAY — Chiffons, Laurie 3179	10
37	59	71	—	TWIST IT UP — Chubby Checker, Parkway 879	3
38	38	43	47	HOOTENANNY — Glencoves, Select 724	8
39	32	32	40	GOODNIGHT MY LOVE — Fleetwoods, Dolton 75	10
40	46	55	66	I (Who Have Nothing) — Ben E. King, Atco 6267	6
41	50	66	77	MARLENA — 4 Seasons, Vee Jay 539	4
42	52	65	83	SHAKE, SHAKE, SHAKE — Jackie Wilson, Brunswick 55246	4
43	44	47	59	ROCK ME IN THE CRADLE OF LOVE — Dee Dee Sharp, Cameo 260	6
44	31	29	35	WITHOUT LOVE (There Is Nothing) — Ray Charles, ABC-Paramount 10453	7
45	—	—	—	HELLO MUDDUH, HELLO FADDUH — Allan Sherman, Warner Bros. 5378	1
46	48	52	64	TIPS OF MY FINGERS — Roy Clark, Capitol 4956	6
47	23	16	9	HELLO STRANGER — Barbara Lewis, Atlantic 2184	14
48	62	72	90	THE MONKEY TIME — Major Lance, Okeh 7175	4
49	37	34	43	BE TRUE TO YOURSELF — Bobby Vee, Liberty 55581	7
50	27	19	12	IT'S MY PARTY — Lesley Gore, Mercury 72119	13
51	65	80	—	HOW MANY TEARDROPS — Lou Christie, Roulette 4504	3
52	63	78	—	MAKE THE WORLD GO AWAY — Timi Yuro, Liberty 55587	3
53	56	68	79	WHEN A BOY FALLS IN LOVE — Mel Carter, Derby 1003	5
54	68	—	—	HEY GIRL — Freddie Scott, Colpix 692	2
55	55	62	81	SURF PARTY — Chubby Checker, Parkway 879	4
56	71	—	—	PAINTED, TAINTED ROSE — Al Martino, Capitol 5000	2
57	60	73	76	BRENDA — Cupids, KC 115	5
58	76	—	—	IF I HAD A HAMMER — Trini Lopez, Reprise 20198	2
59	70	86	97	SURFIN' HOOTENANNY — Al Casey, Stacy 962	4
60	89	—	—	FRANKIE AND JOHNNY — Sam Cooke, RCA Victor 8215	2
61	61	67	—	SOMETIMES YOU GOTTA CRY A LITTLE — Bobby Bland, Duke 366	3
62	75	90	—	WAIT 'TIL MY BOBBY GETS HOME — Darlene Love, Philles 114	3
63	87	92	—	MAMA DON'T ALLOW — Rooftop Singers, Vanguard 35020	3
64	58	61	57	SHAKE A TAIL FEATHER — Five Du-Tones, One-Derful 4815	12
65	66	75	93	I WILL LOVE YOU — Richard Chamberlain, MGM 13148	5
66	83	99	—	I WANT TO STAY HERE — Steve & Eydie, Columbia 42815 △	3
67	67	70	78	COTTONFIELDS — Ace Cannon, HI 2065	7
68	73	81	87	I'M AFRAID TO GO HOME — Brian Hyland, ABC-Paramount 10452	6
69	82	—	—	THE DREAMER — Neil Sedaka, RCA Victor 8209	2
70	—	—	—	DESERT PETE — Kingston Trio, Capitol 5005	1
71	72	79	—	LEAVE ME ALONE — Baby Washington, Sue 790	3
72	74	74	80	WILL POWER — Cookies, Dimension 1012	5
73	78	—	86	DAUGHTER — Blenders, Witch 114	4
74	85	96	—	IT HURTS TO BE SIXTEEN — Andrea Carroll, Big Top 3156	3
75	—	—	—	MY BOY FRIEND'S BACK — Angels, Smash 1834	1
76	81	91	—	GROOVY BABY — Billy Abbott, Parkway 874	3
77	—	—	—	EVERYBODY MONKEY — Freddy Cannon, Swan 4149	1
78	80	87	—	CAN'T NOBODY LOVE YOU — Solomon Burke, Atlantic 2196	3
79	79	97	—	THIS IS ALL I ASK — Tony Bennett, Columbia 42820 △	3
80	84	—	—	QUE SERA, SERA (Whatever Will Be, Will Be) — High Keys, Atco 6268	2
81	64	76	71	JACK THE RIPPER — Link Wray & His Ray Men, Swan 4137	8
82	—	—	—	HEAT WAVE — Martha & the Vandellas, Gordy 7022	1
83	99	—	—	THESE FOOLISH THINGS — James Brown & The Famous Flames, King 5767	2
84	96	—	—	IT'S TOO LATE — Wilson Pickett, Double L 717	2
85	—	—	—	SURFER GIRL — Beach Boys, Capitol 5009	1
86	77	84	88	LAND OF 1,000 DANCES — Chris Kenner, Instant 3252	6
87	—	—	—	MY DADDY KNOWS BEST — Marvelettes, Tamla 54082	1
88	86	89	91	DANCIN' HOLIDAY — Olympics, Tri Disc 107	5
89	91	94	—	DANCE, DANCE, DANCE — Joey Dee, Roulette 4503	3
90	—	—	—	DUM DUM DEE DUM — Johnny Cymbal, Kapp 539	1
91	—	—	—	THIS IS ALL I ASK — Burl Ives, Decca 31518	1
92	90	—	—	CHINESE CHECKERS — Booker T. & the MG's, Stax 137	2
93	—	—	—	MARTIAN HOP — Ran-Dells, Chairman 4403	1
94	95	—	—	A BREATH TAKING GUY — Supremes, Motown 1044	2
95	—	—	—	LUCKY LIPS — Cliff Richard, Epic 9597	1
96	97	—	—	SATURDAY SUNSHINE — Bert Bacharach, Kapp 532	2
97	—	—	—	AT THE SHORE — Johnny Caswell, Smash 1833	1
98	—	—	—	PLEASE DON'T TALK TO THE LIFEGUARD — Diane Ray, Mercury 72117	1
99	100	—	—	TRUE BLUE LOU — Tony Bennett, Columbia 42820 △	2
100	—	—	—	MAKE THE MUSIC PLAY — Dionne Warwick, Scepter 1253	1

HOT 100—A TO Z—(Publisher-Licensee)

Abilene (Acuff-Rose, BMI) 24
At the Shore (Marjoda, BMI) 97
Be Careful of Stones That You Throw (Acuff-Rose, BMI) 31
Be True to Yourself (U. S. Songs, ASCAP) 49
Blowin' in the Wind (Witmark, ASCAP) 6
Blue on Blue (Famous, ASCAP) 22
A Breath Taking Guy (Jobete, BMI) 94
Brenda (Sweco, BMI) 57
Candy Girl (Saturday-Gavadima, ASCAP) 11
Can't Nobody Love You (Trio, BMI) 78
Chinese Checkers (East, BMI) 92
Cottonfields (Folkways, BMI) 67
Dance, Dance, Dance (Patricia, BMI) 89
Dancin' Holiday (Marc-Jean & Keymen, BMI) 88
Danke Schoen (Roosevelt, BMI) 35
Daughter (Venetia, BMI) 73
Denise (Bright-Tunes, BMI) 23
Desert Pete (Sleepy Hollow, ASCAP) 70
Detroit City (Cedarwood, BMI) 16
Devil in Disguise (Presley, BMI) 4
Don't Say Goodnight and Mean Goodbye (Maggie, BMI) 29
The Dreamer (Rondak, BMI) 69
Dum Dum Dee Dum (Haymarket, BMI) 90
Easier Said Than Done (Nom, BMI) 7
Everybody Monkey (Valley-Shelros, BMI) 77
Fingertips (Part II) (Jobete, BMI) 2
Frankie and Johnny (Kags, BMI) 60
Goodnight My Love (House of Fortune-Quintet, BMI) 39
Green, Green (New Christy, BMI) 21
Groovy Baby (Cameo-Parkway, BMI) 76
Harry the Hairy Ape (Lowery, BMI) 34
Heat Wave (Jobete, BMI) 82
Hello Mudduh, Hello Fadduh (Curtain Call, ASCAP). 45
Hello Stranger (McLaughlin, BMI) 47
Hey Girl (Screen Gems-Columbia, BMI) 54
Hootenanny (Joy, ASCAP) 38
Hopeless (Brenner, BMI) 13
How Many Teardrops (Nom, BMI) 51
I Want to Stay Here (Screen Gems-Columbia, BMI). 66
I Will Love You (DeVorzon, BMI) 65
I (Who Have Nothing) (Milky Way-Trio-Cotillion, BMI) 40
I Wonder (Leeds, ASCAP) 33
I'm Afraid to Go Home (Geld-Udell, ASCAP) 68
If I Had a Hammer (Ludlow, BMI) 58
It Hurts to Be Sixteen (Rondak, BMI) 74
It's My Party (Arch, ASCAP) 50
It's Too Late (Prigan-Correctone, BMI) 84
Jack the Ripper (Andaval-Florentine, BMI) 81
Judy's Turn to Cry (Glamorous, ASCAP) 8
Just One Look (Premier, BMI) 10
Land of 1,000 Dances (Anatole & Tune-Kel, BMI). 86
Leave Me Alone (Roosevelt, BMI) 71
Lucky Lips (Tiger, BMI) 95
Make the Music Play (11th Floor-U. S. Songs, ASCAP) 100
Make the World Go Away (Pamper, BMI) 52
Mama Don't Allow (Egypt Valley, BMI) 63
Marlena (Saturday-Gavadima, ASCAP) 41
Martian Hop (Screen Gems-Columbia, BMI) 93
Memphis (Arc, BMI) 12
Mockingbird (Saturn, BMI) 27
Monkey Time, The (Curtain-Palier, BMI) 48
More (Marks, BMI) 19
My Boy Friend's Back (Blackwood, BMI) 75
My Daddy Knows Best (Jobete, BMI) 87
My True Confession (Lowery, BMI) 26
My Whole World Is Falling Down (Champion-Mess Rose, BMI) 25
No One (Hill & Range, BMI) 28
Not Me (Rock Masters, BMI) 15
One Fine Day (Screen Gems-Columbia, BMI) 36
Painted, Tainted Rose (Damian, ASCAP) 56
Please Don't Talk to the Lifeguard (Joy, ASCAP). 98
Pride and Joy (Jobete, BMI) 14
Que Sera, Sera (Whatever Will Be, Will Be) (Artists, ASCAP) 80
Ring of Fire (Painted Desert, BMI) 17
Rock Me in the Cradle of Love (Kalmann, ASCAP). 43
Saturday Sunshine (U. S. Songs, ASCAP) 96
Shake a Tail Feather (Vapac, BMI) 64
Shake, Shake, Shake (Brunswick, BMI) 42
Six Days on the Road (Newkeys-Tune, BMI) 32
So Much in Love (Cameo-Parkway, BMI) 1
Sometimes You Gotta Cry a Little (Don, BMI) ... 61
Sukiyaki (Beechwood, BMI) 18
Surf City (Screen Gems-Columbia, BMI) 3
Surf Party (C. C.-Kalmann, ASCAP) 55
Surfer Girl (Sea of Tunes, BMI) 85
Surfin' Hootenanny (Renda, BMI) 59
These Foolish Things (Bourne, ASCAP) 83
This Is All I Ask—Bennett (Massey, ASCAP) 79
This Is All I Ask—Ives (Massey, ASCAP) 91
Tie Me Kangaroo Down, Sport (Beechwood, BMI).. 9
Till Then (Pickwick, ASCAP) 20
Tips of My Fingers (Tree, BMI) 46
True Blue Lou (Famous, ASCAP) 99
True Love Never Runs Smooth (Arch, ASCAP) 30
Twist It Up (Kalmann-C. C., ASCAP) 37
Wait 'Til My Bobby Gets Home (Mother Bertha-Trio, BMI) 62
When a Boy Falls in Love (Kags, BMI) 53
Will Power (Screen Gems-Columbia, BMI) 72
Wipe Out (Miraleste-Robin Hood, BMI) 5
Without Love (Suffolk-P.M.P.C., BMI) 44

BUBBLING UNDER THE HOT 100

101. FROM ME TO YOU — Del Shannon, Big Top 3152
102. BAJA — Astronauts, RCA Victor 8194
103. LITTLE DANCING DOLL — Shelby Flint, Valiant 6031
104. THE MINUTE YOU'RE GONE — Sonny James, Capitol 4969
105. IT WON'T BE THIS WAY (ALWAYS) — King Pins, Federal 12484
106. ANTONY AND CLEOPATRA THEME — Ferrante & Teicher, United Artists 607
107. WHAT A FOOL I'VE BEEN — Carla Thomas, Atlantic 2189
108. DROWNIN' MY SORROWS — Connie Francis, MGM 13160
109. TREAT 'EM TOUGH — Jimmy Soul, S.P.Q.R. 3310
110. LOVE ME ALL THE WAY — Kim Weston, Tamla 54076
111. I'M THE BOSS — Burl Ives, Decca 31504
112. CROSSROADS — Luther Randolph & Johnny Stiles, Cameo 253
113. SCARLETT O'HARA — Lawrence Welk, Dot 16488
114. STILL NO. 2 — Ben Colder, MGM 13147
115. SUMMERTIME — Chris Columbo Qintet, Strand 25056
116. WHAT I GOTTA DO (TO MAKE YOU JEALOUS) — Little Eva, Dimension 1013
117. LONELY SURFER — Jack Nitzsche, Reprise 20202
118. YOU CAN NEVER STOP ME LOVING YOU — Johnny Tillotson, Cadence 1437
119. I'M NOT A FOOL ANYMORE — T. K. Hulin, Smash 1830
120. IT HURTS TO BE SIXTEEN — Barbara Chandler, Kapp 542
121. DO THE MONKEY — King Curtis, Capitol 4998
122. MAN'S TEMPTATION — Gene Chandler, Vee Jay 536
123. RIVER'S INVITATION — Percy Mayfield, Tangerine 931
124. MORE — Vic Dana, Dolton 81
125. FROM ME TO YOU — Beattles, Vee Jay 522
126. GONE — Rip Chords, Columbia 42812
127. SCARLETT O'HARA — Bobby Gregg, Epic 9601
128. THE KIND OF BOY YOU CAN'T FORGET — Raindrops, Jubilee 5455
129. PAYBACK — Etta James, Argo 5445
130. BIRTHDAY PARTY — Pixies Three, Mercury 72130
131. YOUR BABY'S GONE SURFIN' — Duane Eddy, RCA Victor 8214
132. GREEN MONKEY — Garnell Cooper & the Kinfolks, Jubilee 5445
133. THE HAPPY PUPPY — Bent Fabric, Atco 6271

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BEST-SELLING ALBUMS

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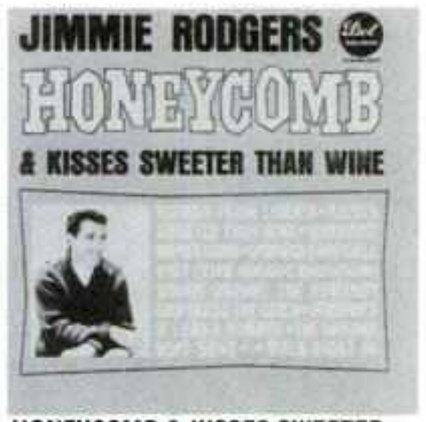
WIPE OUT
THE SURFARIS
WIGGLE WOBBLE • GREEN ONIONS
TORQUAY • YOU CAN'T SIT DOWN
TEEN BEAT • TEQUILA • MEMPHIS
WIPE OUT • YEP • WILD WEEKEND
SURFER JOE • WALK DON'T RUN

WIPE OUT • The Surfaris
DLP 3535

LAWRENCE WELK
TIE ME KANGAROO DOWN, SPORT
TIPS OF MY FINGERS • SUKIYAKI
THOSE LAZY, HAZY, CRAZY DAYS OF SUMMER
PUFF (The Magic Dragon) • THE GOOD LIFE
PIPELINE • CAN'T GET USED TO LOSING YOU
18 YELLOW ROSES • I LOVE YOU BECAUSE
• BREAKWATER • SCARLETT O'HARA •

SCARLETT O'HARA • Lawrence Welk
DLP 3528

TIE ME KANGAROO DOWN, SPORT
Pat Boone DLP 3534

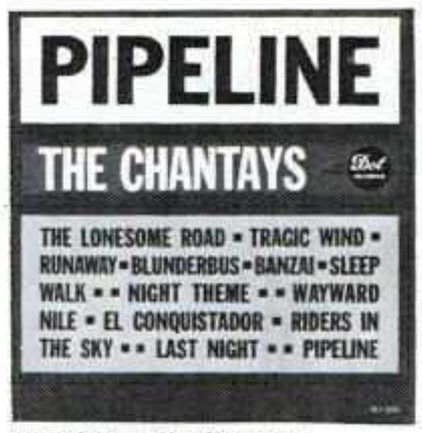


HONEYCOMB & KISSES SWEETER THAN WINE • Jimmie Rodgers
DLP 3525

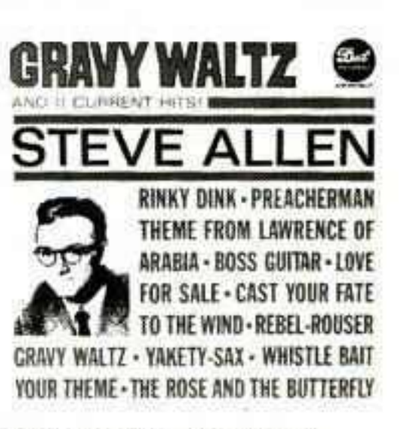
SUKIYAKI • Billy Vaughn
DLP 3523

THE ORIGINAL HIT...
THE DARTELLS
HOT PASTRAMI • DARTELL STOMP • DADDY'S
HOME • • SWISS CHEESE • • DILL PICKLES
NIGHT TRAIN • • I SCREAM • • THE HAPPY
ORGAN • ONE DEGREE NORTH • ST. JAMES
INFIRMARY SURF DREAMS • FANNY MAE

HOT PASTRAMI • The Dartells
DLP 3522


PIPELINE
THE CHANTAYS
THE LONESOME ROAD • TRAGIC WIND •
RUNAWAY • BLUNDERBUS • BANZAI • SLEEP
WALK • • NIGHT THEME • • WAYWARD
NILE • EL CONQUISTADOR • RIDERS IN
THE SKY • • LAST NIGHT • • PIPELINE

PIPELINE • The Chantays
DLP 3516


GRAVY WALTZ
AND 11 CURRENT HITS!
STEVE ALLEN
RINKY DINK • PREACHERMAN
THEME FROM LAWRENCE OF
ARABIA • BOSS GUITAR • LOVE
FOR SALE • CAST YOUR FATE
TO THE WIND • REBEL-ROUSER
GRAVY WALTZ • YAKETY-SAX • WHISTLE BAIT
YOUR THEME • THE ROSE AND THE BUTTERFLY

GRAVY WALTZ • Steve Allen
DLP 3515

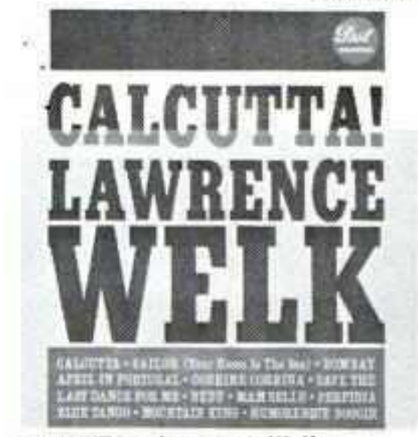
1963's EARLY HITS
LAWRENCE WELK
OUR WINTER LOVE • YOU'RE THE REASON I'M LIVING
WHAT WILL MARY SAY • • THE END OF THE WORLD
ALL I HAVE TO DO IS DREAM • • • WALK RIGHT IN
DAYS OF WINE AND ROSES • • • BLAME IT ON
THE BOSSA NOVA • • • RHYTHM OF THE RAIN
THEY REMIND ME TOO MUCH OF YOU • I REALLY
DON'T WANT TO KNOW • • ALICE IN WONDERLAND

1963's EARLY HITS • Lawrence Welk
DLP 3510

PAT BOONE SINGS GUESS WHO?
DLP 3501

1962's GREATEST HITS
BY BILLY VAUGHN
TELSTAR • THE STRIPPER • STRANGER ON THE SHORE
MOON RIVER • THE LONELY BULL • RAMBLIN' ROSE
BORN TO LOSE • RELEASE ME • GO AWAY LITTLE GIRL
I CAN'T STOP LOVING YOU • DEAR LONELY HEARTS
ROSES ARE RED

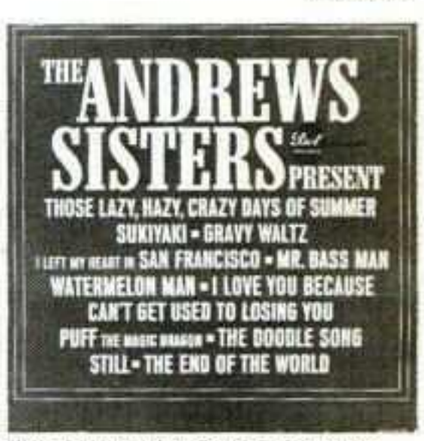
1962's GREATEST HITS
Billy Vaughn DLP 3497



CALCUTTA • Lawrence Welk
DLP 3359

BLUE HAWAII • Billy Vaughn
DLP 3165

THE MILLS BROS. GREAT HITS
DLP 3157


THE ANDREWS SISTERS PRESENT
THOSE LAZY, HAZY, CRAZY DAYS OF SUMMER
SUKIYAKI • GRAVY WALTZ
I LEFT MY HEART IN SAN FRANCISCO • MR. BASS MAN
WATERMELON MAN • I LOVE YOU BECAUSE
CAN'T GET USED TO LOSING YOU
PUFF THE MAGIC DRAGON • THE DOODLE SONG
STILL • THE END OF THE WORLD

THE ANDREW SISTERS PRESENT
DLP 3529

BEST-SELLING SINGLES

#16479	Wipe Out	The Surfaris
#16488	Breakwater / Scarlett O'Hara	Lawrence Welk
#16500	The Next Time / Violet And A Rose	Wink Martindale
#16494	Tie Me Kangaroo Down Sport / I Feel Like Crying	Pat Boone
#16492	Monsoon / Scotch High's	The Chantays
#16507	Guando Calienta El Sol (When The Sun Is Hot) / Leave It To Me	Steve Allen
#16509	Pretty Girls Everywhere / Baby Baby	Arthur Alexander
#16493	Torquay Two / Peg Leg	The Fireballs
#16484	Sukiyaki / Theme From A Summer Place	Billy Vaughn
#16487	Sugar Shack	Jimmy Gilmer & The Fireballs
#16506	I've Been Everywhere / Mule Skinner Blues	Lucky Starr

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Billboard HITS OF THE WORLD

ARGENTINA

(Courtesy Escalera a la fama)

This Week	Last Week	
1	2	MIRA COMO ME BALANCEO—Eduardo Vianello (Victor)—Fermata
2	1	PUENTE PEXOA—Trovadores del Norte (CBS)
3	3	CULPA DE LA BOSSA NOVA—Eydie Gorme (CBS)—Fermata
4	4	FRENTE AL MAR—Susy Leyva-Mariano Mores (Odeon)—Newman
5	5	CUTIE PIE—Johnny Tillotson (Cadence-Microfon)—Ridge-Korn
6	—	LA TIERRA (Chariot)—Dyno (Music Hall)
7	6	EL ESTA TAN CERCA—Jean Thomas (Cadence-Microfon)—Spanka-Fermata
8	8	LA POLLERA COLORA—Los Wawanco (Odeon).
9	9	PRINCESA PRINCESA—Johnny Tillotson (Cadence-Microfon)
10	—	RIO MANSO—Ramona Galarza (Odeon)
11	7	AMOR—Paul Anka (Victor)—Spanka-Fermata
12	12	VACACIONES EN HAWAI—Waldir Azevedo (Disc Jockey)
13	13	RUBY BABY—Dion (CBS)
14	10	MUNDO CRUEL—Enrique Guzman (CBS)—Fermata
15	11	PALABRAS NUEVAS—Antonio Prieto (Microfon)—Fermata

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

This Week	Last Week	
1	5	SURF CITY—Jan and Dean (Liberty)—Tu-Con
2	2	MOVE BABY MOVE—*Johnny O'Keefe (Leedon) Davis
3	9	I LOVE YOU BECAUSE—Al Martino (Capitol)—Allans
4	8	SUKIYAKI—Kyu Sakamoto (HMV)—Castle
5	—	WIPEOUT—The Surfais (London)—Pincus-Gil
6	7	FOUR CORNERS THEME—*John Barry Seven (Columbia)—Chappell
7	—	DEVIL IN DISGUISE—Elvis Presley (RCA)—Belinda
8	2	HOW DO YOU DO IT?—Gerri and the Pacemakers (HMV)—Leeds
9	10	FROM ME TO YOU—The Beatles (Parlophone)—Essex
10	11	DON'T YOU FORGET IT—Perry Como (RCA)—Chappell
11	3	IT'S MY PARTY—Lesley Gore (Capitol)—Schroeder
12	—	BLUE ON BLUE—Bobby Vinton (Epic)—Chappell
13	4	TAMOURE—Bill Justis (Philips)—Boosey & Hawkes
14	6	JEZEBEL—*Rob E.G. (Festival)—Davis
15	12	FOOT TAPPER—The Shadows (Columbia)—Allans

BRITAIN

(A special list compiled prior to publication by New Musical Express, London)
*Denotes local origin

This Week	Last Week	
1	1	I'M CONFESSIN'—*Frank Ifield (Columbia)—Francis, Day & Hunter
2	3	DEVIL IN DISGUISE—Elvis Presley (RCA)—West One Music
3	2	I LIKE IT—Gerri and the Pacemakers (Columbia)—Jaep Music
4	8	SWEETS FOR MY SWEET—*Searchers (Pye)—Hill & Range
5	4	ATLANTIS—*Shadows (Columbia)—Francis, Day & Hunter
6	9	DA DOO RON RON—Crystals (London)—Aberbach
7	13	TWIST AND SHOUT—*Brian Poole and the Tremeloes (Decca)—Sherwin Music
8	5	DECK OF CARDS—Wink Martindale (London)—Campbell-Connelly
9	11	BO DIDDLEY—Buddy Holly (Coral)—Good Music
10	6	TAKE THESE CHAINS FROM MY HEART—Ray Charles (HMV)—Acuff-Rose
11	7	WELCOME TO MY WORLD—Jim Reeves (RCA)—One Four Two Music
12	12	IT'S MY PARTY—Lesley Gore (Mercury)—A. Schroeder
13	—	TWIST AND SHOUT (EP)—*Beatles (Parlophone)—Sherwin/Ambassador/Northern Songs
14	10	IF YOU GOTTA MAKE A FOOL OF SOMEBODY—*Freddie and the Dreamers (Columbia)—Feldman Music
15	15	FROM ME TO YOU—*Beatles (Parlophone)—Northern Songs, Ltd.
16	14	FALLING—Roy Orbison (London)—Acuff-Rose
17	18	SUKIYAKI—Kyu Sakamoto (HMV)—Welbeck/Benz
18	19	YOU CAN NEVER STOP ME LOVING YOU—*Kenny Lynch (HMV)—Klynch Music
19	—	THE LEGION'S LOST PATROL—*Ken Thorne (HMV)—Filmusic
20	17	FORGET HIM—Bobby Rydell (Cameo-Parkway)—Welbeck Music
21	16	DO YOU WANT TO KNOW A SECRET—*Billy J. Kramer (Parlophone)—Northern Songs, Ltd.
22	27	WALKIN' TALL—*Adam Faith (Parlophone)—Sydney Bron
23	21	TWIST AND SHOUT—Isley Brothers (Stateside)—Sherwin Music
24	21	HEY MAMA—*Frankie Vaughan (Philips)—Chappell
25	26	BOBBY TOMORROW—Bobby Vee (Liberty)—Feldman Music
26	—	THE GOOD LIFE—Tony Bennett (CBS)—Paris Music
27	—	I WONDER—Brenda Lee (Brunswick)—Leeds Music
28	25	SCARLETT O'HARA—*Jet Harris-Tony Meehan (Decca)—Francis, Day & Hunter
29	23	LUCKY LIPS—*Cliff Richard (Columbia)—Cromwell Music
30	—	I'LL NEVER GET OVER YOU—*Johnny Kidd (HMV)—Leeds Music

EIRE

(Courtesy Irish Times, Ltd., Dublin)

This Week	Last Week	
1	1	I LIKE IT—Gerri and the Pacemakers (Parlophone)—Dick James
2	4	DECK OF CARDS—Wink Martindale (London)—Campbell-Connolly
3	2	TAKE THESE CHAINS FROM MY HEART—Ray Charles (HMV)—Acuff-Rose
4	—	I'M CONFESSIN'—Frank Ifield (Columbia)—Francis, Day & Hunter
5	5	DEVIL IN DISGUISE—Elvis Presley (RCA)—West One
6	3	WELCOME TO MY WORLD—Jim Reeves (RCA)—142 Music
7	10	WHEN WILL YOU SAY I LOVE YOU—Billy Fury (Decca)—Jack Good
8	6	ATLANTIS—The Shadows (Columbia)—Francis, Day & Hunter
9	7	LUCKY LIPS—Cliff Richard (Columbia)—Cromwell
10	9	IN DREAMS—Roy Orbison (London)—Chappell

FLEMISH BELGIUM

(Courtesy Juke Box Magazine)

This Week	Two Weeks Ago	
1	1	SANS TOI MAMIE—Adamo (Pathe)—Rudo
2	3	KISS ME QUICK—Elvis Presley (RCA)—Belinda
3	2	LUCKY LIPS—Cliff Richard (Columbia)—Belinda
4	4	BUONA NOTTE BAMBINO—Rocco Granata (Moonglow)—Granata
5	9	WAAR EN WANNEER—Bob Benny (Polydor)—Ideal
6	10	AMOUR PERDU—Adamo (Pathe)—Rudo
7	5	FROM A JACK TO A KING Ned Miller (Fly)—Bens
8	8	HEY PAULA—Paul & Paula (Philips)—World
9	6	DONNE-MOI MA CHANCE—Richard Anthony (Columbia)—Chappell
10	7	IN DREAMS—Roy Orbison (London)—Acuff-Rose

HOLLAND

(Courtesy Platennieuws, Amersfoort)

This Week	Last Week	
1	2	LUCKY LIPS—Cliff Richard (Columbia)—Belinda-Amsterdam
2	1	BUONA NOTTA BAMBINO—Rocco Granata (CNR)—Picture Music, Joop Portengen, Haarlem
3	—	CIMERONI—Anneke Gronloh (Philips)—Ed. Altona, Amsterdam
4	7	WINI-WINI—Die Tahiti Tamoures (Polydor)—Joop Portengen, Haarlem
5	3	BLUME VON TAHITI—Gert Timmerman (Telefunken)—Holland Music, Amsterdam
6	4	RITME VAN DE REGEN—Rob de Nijs (Decca)—Chappell & Co., Amsterdam
7	6	BLAME IT ON THE BOSSA NOVA—Eydie Gorme (CBS)—Editions Altona, Amsterdam
8	5	JUNGE KOMM' BALD WIEDER—Freddy (Polydor)—Bens, Altona, Amsterdam
9	—	KISS ME QUICK—Elvis Presley (RCA)—Belinda, Amsterdam
10	9	SUMMER HOLIDAY—Cliff Richard (Columbia)—Les. Ed. Int. Basart L.C., Amsterdam

HONG KONG

This Week	Last Week	
1	2	I WILL FOLLOW HIM—Little Peggy March (RCA)
2	1	I WILL FOLLOW HIM—Dee Dee Sharp (Cameo)
3	3	IF MY PILLOW COULD TALK—Connie Francis (MGM)
4	4	LUCKY LIPS—Cliff Richard (Columbia)
5	8	DEVIL IN DISGUISE—Elvis Presley (RCA)
6	6	TWO KINDS OF TEARDROPS—Del Shannon (London)
7	7	THOSE LAZY-HAZY-CRAZY DAYS—Nat King Cole (Capitol)
8	—	TIE ME KANGAROO DOWN, SPORT—Pat Boone (Dot)
9	—	SUMMER HOLIDAY—(Cliff Richard (Columbia)
10	10	DON'T TRY TO FIGHT IT BABY—Eydie Gorme (CBS)

ISRAEL

(Courtesy Kol Israel Broadcasting)
*Denotes local origin

This Week	Last Week	
1	2	LUCKY LIPS—Cliff Richard (Columbia)—Elstree Music
2	1	*NEIGHBORHOOD SONG—The Roosters (Kol Israel)—ACUM
3	3	55 DAYS AT PEKING—The Brothers Four (Columbia)—Subar Music
4	5	MR. BASS MAN—Johnny Cymbal (Kapp)—Jalo, BMI
5	6	DO YOU WANT TO KNOW A SECRET?—Billy J. Kramer (Parlophone)—Northern Songs, Ltd.
6	9	SCARLETT O'HARA—Jet Harris & Tony Meehan (Decca)—Francis, Day & Hunter
7	10	THE LAST LEAF—The Cascades (Warner Bros.)—E. H. Morris
8	—	HELLO STRANGER—Barbara Lewis (Atlantic)—McLaughin
9	4	FROM ME TO YOU—The Beatles (Parlophon)—Northern Music, Ltd.
10	—	*HORA OF LOVE—The Roosters (Kol Israel)—ACUM

ITALY

(Courtesy Musica e Dischi, Milan)
*Denotes local origin

This Week	Last Week	
1	1	CUORE/IL BALLO DEL MATTONE—*Rita Pavone (RCA)
2	2	QUELLI DELLA MIA ETA—Francoise Hardy (Vogue); *Catherine Spaak (Ricordi)
3	3	I TUOI CAPRICCI—Neil Sedaka (RCA)
4	5	STESSA SPIAGGIA STESSO MARE—*Piero Focaccia (CGD); *Mina (Italdisc)
5	4	GRAZIE PREGO SCUSI/IL TANGACCIO—*A. Celentano (Clan)
6	6	A NEW ORLEANS—*Adriano Celentano (Jolly)
7	10	ABBRONZATISSIMA—*Edoardo Vianello (RCA)
8	12	NON TI CREDO—*Peppino Di Capri (Carisch)
9	7	NON AMARMI COSI'—Steve Lawrence (CBS)
10	8	CUANDO BRILLA LA LUNA—*Marcellos Ferial (Durium)
11	9	HEY PAULA—Paul & Paula (Philips)
12	14	I CAN'T STOP LOVING YOU—Ray Charles (Vdp); *John Foster (Style)
13	13	AMICO—*Don Backy (Clan)
14	—	SOLO NEL MONDO—*Pino Donaggio (Columbia)
15	—	COCCODRILLO—*Ornella Vanoni (Ricordi)

MEXICO

(Courtesy Audiomusica)
*Denotes local origin

This Week	Last Week	
1	1	DE MIL MANERAS—*Sonora Santanera (CBS)—Emmi
2	4	PENSABA EN TI—Los Teen Tops (CBS)—Mundo Musical
3	3	MEDIA VUELTA—*J. A. Jimenez (RCA); *Javier Solis (CBS)—Pending
4	2	LLEGO BORRACHO—*J. A. Jimenez (RCA)—Emmi
5	8	THE GUNS OF NAVARRONE—Al Caiola (Gamma)—Pending
6	10	EL INDIO ARTISTA—*Acerina (Orfeon)—Pending
7	9	PA TODO EL ANO—J. A. Jimenez (RCA)—Pham
8	—	FOOTBALL—*Sonora Santanera (CBS)—Pending (CBS)—Pending
9	7	EL DEL TRAJE NEGRO—*Olimpo Cardenas (Orfeon)—Pending
10	6	RUBY BABY—*Oscar Madrigal (Gamma)—Pending

PERU

(Courtesy Prensa, Lima)

This Week	Last Week	
1	1	LA PERA MADURA—Pepe Miranda (Virrey)
2	2	ENSENANDO BOSSA NOVA (Blame It on the Bossa Nova)—Eydie Gorme (Columbia)
3	3	ACEPTARE—Anamelba (Virrey)
4	4	LIMENA—Edith Barr (Sono Radio)
5	5	EL CIGARRON—Hugo Blanco (Polydor)
6	7	TEMA DEL DR. NO—Al Caiola (United Artists)
7	10	LA TERZA LUNA—Neil Sedaka (RCA)
8	9	DETRAS DEL AMOR—(Follow the Boys)—Connie Francis
9	6	AL DI LA—Emilio Pericoli (Warner Bros.)
10	—	PORQUE ME DEJAS?—Monna Bell (Virrey)

PHILIPPINES

This Week	Last Week	
1	1	KISS ME QUICK—Elvis Presley (RCA)—Filipinas Record Corp.
2	2	RHYTHM OF THE RAIN—The Cascades (Warner Bros.)—Mareco, Inc.
3	6	LET'S GO STEADY AGAIN—Neil Sedaka (RCA)—Filipinas Record Corp.
4	—	ONE MORE BLESSING—Jerry Vale (Columbia)—Mareco, Inc.
5	3	JUST FOR TONIGHT—Henry Mancini & Ork (RCA)—Filipinas Record Corp.
6	—	END OF THE WORLD—Skeeter Davis (RCA)—Filipinas Record Corp.
7	8	PIPELINE—Chantays (Dot)—Mareco, Inc.
8	7	(I Love You) DON'T YOU FORGET IT—Perry Como (RCA)—Filipinas Record Corp.
9	4	DEAR HEART—Teddy Randazzo (ABC-Paramount)—Dyna Products, Inc.
10	9	PROMISE OF LOVE—Sandy Stewart (Colpix)—FAMA

SOUTH AFRICA

(Courtesy Southern African Record Manufacturers and Distributors' Assn.)

This Week	Last Week	
1	1	LUCKY LIPS—Cliff Richard (Columbia)—Cromwell Music
2	2	BLUE TRAIN—John D. Loudermilk (RCA)—Acuff-Rose
3	4	EXCLUSIVELY YOURS—Dickie Loader (Parlophone) Belinda, Johannesburg
3	7	I WALK THE LINE—Dean Martin (Reprise)—Belinda Music
5	6	THE END OF THE WORLD—Skeeter Davis (RCA)—Compass Music Company
6	3	I WILL FOLLOW HIM—Little Peggy March (RCA)—Waldeck Music
7	9	ONE BROKEN HEART FOR SALE—Elvis Presley (RCA)—Elvis Presley Music Co.
8	5	YOU BELONG TO MY HEART—Ned Millen (Renown)—Southern Music (S.A.) Ltd.
8	—	ATLANTIS—The Shadows (Columbia)—Frances Day
10	—	BLAME IT ON THE BOSSA NOVA—Eydie Gorme (CBS)—Aldon Music Co.

SPAIN

(Courtesy Discomania)
*Denotes local origin

This Week	Last Week	
1	1	CARINOSA—*Duo Dinamico (Voz Amo)—Musica Sur
2	2	TOUS LES GARCONS ET LES FILLES—Francoise Hardy (Hispavox)—Universal Jazz
3	4	CRYING IN THE WIND—Paul Anka (RCA)—Hispavox
4	3	CHARIOT—*Ennio Sangiusto (Belter)—Armonico
5	5	FIVE HUNDRED MILES—*Los TNT (RCA)—Robert Mellin
6	7	DAME FELICIDAD—Enrique Guzman (CBS)
7	6	MARIA (West Side Story)—Andy Williams (CBS)—Canciones Mundo
8	8	RETURN TO SENDER—Elvis Presley (RCA)—Aberbach (Madrid)
9	10	CON PERMISO DE PAPA—*Los TNT (RCA)—Autores Reunidos
10	—	SAY WONDERFUL THINGS Patti Page (CBS)

YUGOSLAVIA

(All Records on Jugoton Label)

This Month	
1	PINOKIO—MOJE MLADOSTI—Boris Nikolic and Ensemble Dalmacija
2	EDEN BAKNES—Blaga Videc
3	MASKARE—Gaby Novak and Marko Novosel
4	JAHAM SPET V COLORADO—Rafko Irgolic
5	KAD ZALAZI SUNCE (QUANDO CALIENTA EL SOL—Trio Tividi
6	BABY TWIST—Dragan Tokovic
7	CUCURRUCU PALOMA—Quarete Magnifico
8	SECI NE TRCI—Ensemble Bijele Strijele
9	MASKARE—Anica Zubovic and Marko Novosel
10	KAD ZALAZI SUNCE (QUANDO CALIENTA EL SOL)—Lola Novakovic

SPAIN

Tourists Help Spanish Sales

By RAUL MATAS
Av Jose Antonio 32
Madrid 13

Summer is here again. Last year nine million tourists poured into Spain. They helped the record business, especially the Flamenco and Spanish music. This season looks like it will set a record in tourism from the U. S. and the old world. And LP business is expected to boom.

"Carinosa," the song written by **Ben Molar** and **Duo Dinamico** while the Spanish duet was in Madrid, is at the top of the charts. New rendition made by **Roberto Yanes** (CBS Argentina), **Rocky Pontoni** (Music Hall, Argentina) and **Marty Cossens** (RCA, also Argentina) escort the original waxed by Duo Dinamico. . . . Local star **Lorenzo Valverde** recorded the Spanish version of **Andy Williams'** hit, "Can't Get Used to Losing You." . . . **Selica Torcal,** the new, young RCA star, will make a platter of "Say Wonderful Things." Selica comes from the soap opera radio shows of Radio Madrid. . . . Spanish d.j. **Pepe Palau** goes to New York as a guest of the State Department. **Franz Joham,** TV star and emsee of "Monday's Friends," won the first prize on a contest to find a song for a radio show. . . . "Ustedes Son Formidables" ("You Are Formidable") will soon be released as a popular tune. Joham is also recording pop repertoire for the Belter label in Barcelona. . . . **Ernesto Bonino** will come back soon from Milano.

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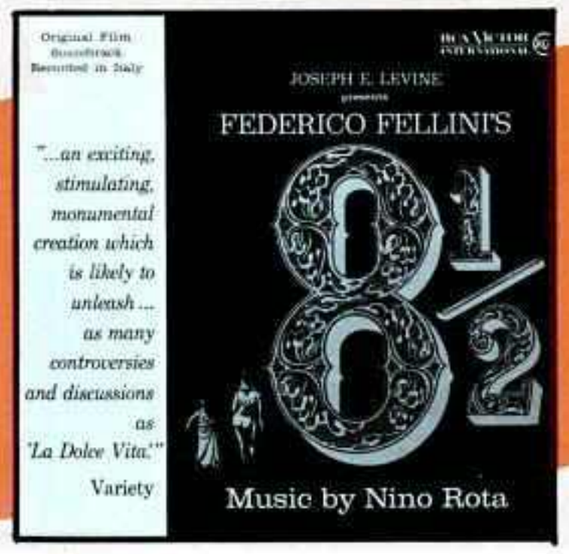
4 BOX-OFFICE HITS . . . and "MORE"

FEDERICO FELLINI'S 8½

Music by Nino Rota

Playing SRO at Festival Theatre and New Embassy on Broadway


Original Film Soundtrack Recorded in Italy
"...an exciting, stimulating, monumental creation which is likely to unleash ... as many controversies and discussions as 'La Dolce Vita.'" Variety
RCA Victor International
JOSEPH E. LEVINE presents
FEDERICO FELLINI'S
8½
Music by Nino Rota

Soundtrack Album — RCA VICTOR FOC-6

Gold Prize Gold Prize THIRD INTERNATIONAL FILM FESTIVAL

New Single: Theme of "8½" . . . THE BEARCATS (Cameo 269A)

"MORE" THE ACADEMY AWARD SONG OF '64

TOVARICH

153 Performances — Moving to Winter Garden October 1

Original Cast Album — CAPITOL TAO-1940

Billboard Breakout Stereo Album

Published by Piedmont Music Co., a member firm

"MORE" THE ACADEMY AWARD SONG OF '64

WOMEN OF THE WORLD

Playing SRO at Forum on Broadway and Guild on 50th Street

Soundtrack Album — DECCA DL 9112

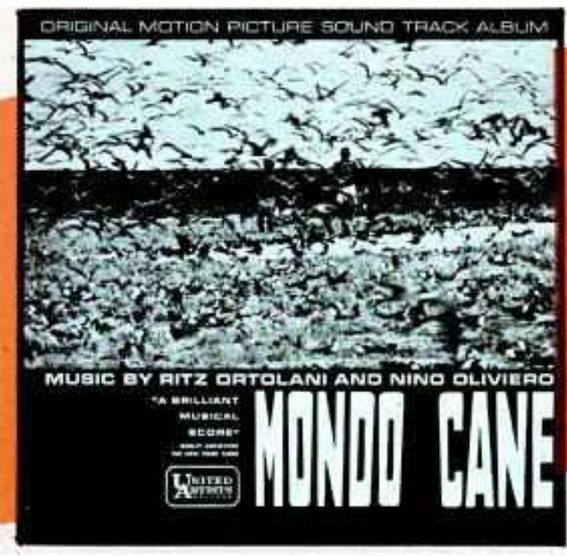
"Ingenious use of background music." New Yorker

New Single: Theme of "Women of the World" . . . Jimmy Smith (Verve VK 10299)

"MORE" THE ACADEMY AWARD SONG OF '64

MONDO CANE

Opening 100 RKO Theatres in Metropolitan Area


ORIGINAL MOTION PICTURE SOUND TRACK ALBUM
MUSIC BY RITZ ORTOLANI AND NINO OLIVIERO
"A BRILLIANT MUSICAL SCORE"
United Artists
MONDO CANE

Soundtrack Album — UNITED ARTISTS UAS 1505

Billboard Breakout Stereo Album

and "MORE" to come:

1. **VENERE IMPERIALE** with Gina Lollobrigida & Stephen Boyd. Music by A. F. Lavagnino.
2. **BAKER STREET** an Alexander H. Cohen production. Lyrics and Music by Marion Grudeff and Ray Jessel.
3. **BARNUM** — The World's Fair Musical. An Alexander H. Cohen production. Lyrics and music by Marion Grudeff and Ray Jessel.
4. **EAST SIDE—WEST SIDE** (CBS-TV, Mondays, 10 P.M.) starring George C. Scott. Produced by David Susskind. Music by Kenyon Hopkins.

"MORE" THE ACADEMY AWARD SONG OF '64

"MORE" . . . Billboard "Honor Roll of Hits"

A Record (27) SINGLE and LP RECORDS (27)

1. KAI WINDING	Verve	14. ERNIE HECKSCHER	Columbia
2. RICK ALAN	Twentieth Century Fox	15. STEVE LAWRENCE	Columbia
3. STEVE ALLEN	Dot	16. ENOCH LIGHT	Command
4. CHARLIE BYRD	Riverside	17. JACK NEITCHE	Reprise
5. BOBBY CAPO	Twin Hits	18. RIZ ORTOLANI	United Artists
6. CLEBANOFF	Mercury	19. BILL PURSELL	Columbia
7. VIC DANA	Dolton	20. ROBIN RANDAL	Dery
8. MARTIN DENNY	Liberty	21. KATYNA RANIERI	London
9. BILLY ECKSTINE	Mercury	22. DELLA REESE	RCA Victor
10. JOHN GARY	RCA Victor	23. SOUNDTRACK	United Artists
11. EARL GRANT	Decca	24. CLARK TERRY	Cameo-Parkway
12. HARMONICATS	Columbia	25. DANNY WILLIAMS	United Artists
13. JOE HARNELL	Kapp	26. SI ZENTNER	Liberty

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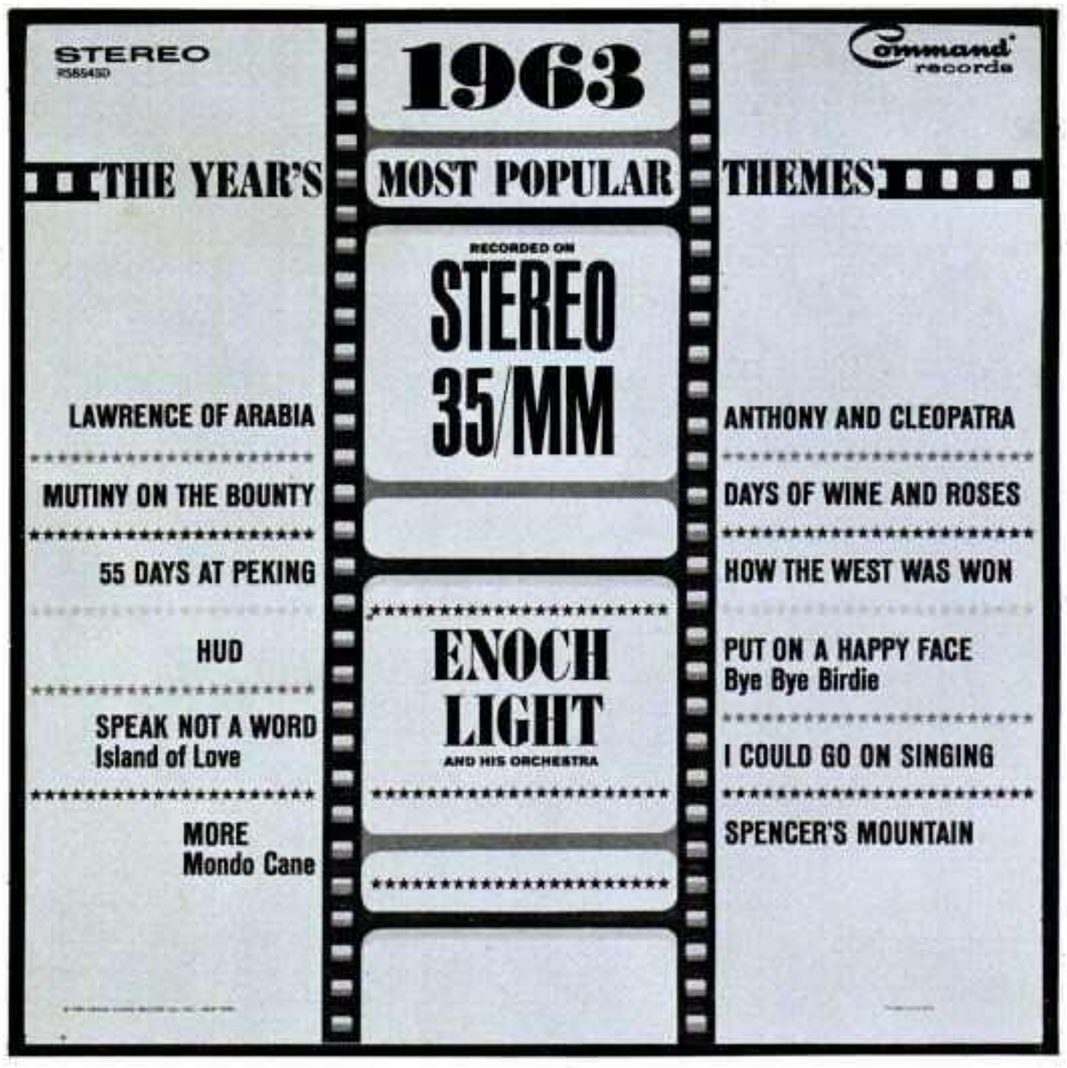
Until You Listen To This Fantastic Record You Haven't Really Heard Movie Music!



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ENOCH LIGHT

AND HIS ORCHESTRA

This album will give you an entirely new conception of movie music . . . never displayed more brilliantly or in more powerfully exciting musical terms. Incredibly exciting, with daring emotional power!

Selections: ANTHONY AND CLEOPATRA; LAWRENCE OF ARABIA; MUTINY ON THE BOUNTY; DAYS OF WINE AND ROSES; HOW THE WEST WAS WON; HUD; PUT ON A HAPPY FACE (Bye Bye Birdie); SPEAK NOT A WORD (Island of Love); I COULD GO ON SINGING; MORE (Mondo Cane); SPENCER'S MOUNTAIN

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ALBUM REVIEWS

Billboard SPOTLIGHT PICK

Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

POP SPOTLIGHT

CHART BUSTERS, VOLUME 2

Various Artists. Captol T 1945 (M); ST 1945 (S)

Here's an LP that is bound to score with dealers. The set includes some of the biggest hits registered by Capitol over the last few months. "Sukiyaki," "Shut Down," "Lazy-Hazy-Crazy Days," "Surfin' U.S.A." and "Tips of My Fingers" are only a few, and all of them are by the hit artists.

POP SPOTLIGHT

DANCE, DANCE, DANCE

Joey Dee, Roulette R 25221 (M)

Teens and adults have been dancing to Joey Dee's music since the hey-day of the twist, and this album should keep them stepping. It features Dee and his ork in swinging performances of a flock of rhythm tunes that drive all the way. The hand-clappers include the title song, "Let's Have a Party," "Help Me" and "The Brooklyn."

POP SPOTLIGHT

SCARLETT O'HARA

Lawrence Welk. Dot DLP 3528 (M); DLP 25528 (S)

Maestro Welk has done steady business with his album of current pop hits, and many have had good chart action. This newest, which highlights the coupling of "Scarlett O'Hara" and "Breakwater," his most recent single, also includes "Tie Me Kangaroo Down, Sport"; "Sukiyaki," "Puff," "The Good Life" and "18 Yellow Roses," among others. It's solid, danceable instrumental wax that can click quickly.

SCARLETT O'HARA
LAWRENCE WELK
AND FEATURING BREAKWATER
TIE ME KANGAROO DOWN, SPORT
TIPS OF MY FINGERS • SUKIYAKI
THOSE LAZY, HAZY, CRAZY DAYS OF SUMMER
PUFF (The Magic Dragon) • THE GOOD LIFE
PIPELINE • CAN'T GET USED TO LOSING YOU
18 YELLOW ROSES • I LOVE YOU BECAUSE
• BREAKWATER • SCARLETT O'HARA •

POP SPOTLIGHT

LOU CHRISTIE

Roulette R 25208 (M)

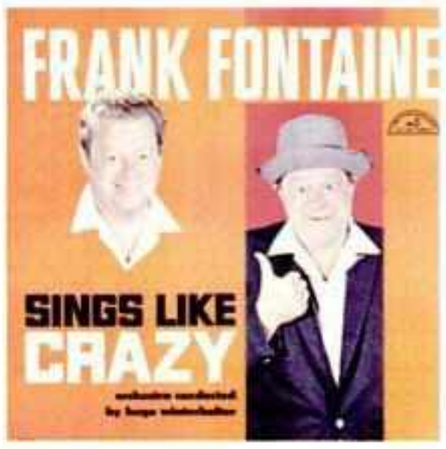
This is the first album by hitmaker Lou Christie, and it contains his smash sellers, "Two Faces Have I" and "The Gypsy Cried." These alone should be enough to help it move, but his performances on the rest of the tunes in the set could turn the LP into a big one. Best tracks include "All That Glitters Isn't Gold," "Have I Sinned," "Stay" and "When You Dance."

POP SPOTLIGHT

SINGIN' EASY

Burl Ives. Decca DL 4433 (M); DL 74433 (S)

Here's another mighty classy album from Ives. This set includes a mixture of material that ranges from sophistication to parody to fine country material. "It Comes and Goes," "Roses and Orchids," "Man About Town" and his current single, "This Is All I Ask," are included. The sensitive arrangements feature fine vocal and instrumental backing, mostly in the simple country groove.



POP SPOTLIGHT

FRANK FONTAINE SINGS LIKE CRAZY

ABC-Paramount ABC 460 (M); ABCS 460 (S)

Fontaine's first LP was a smash seller and this should do mighty well too. Like the other, this one contains 12 standards, sung with warmth and feeling, over lush arrangements by Sid Feller and Bill Stegmeyer. Best sides are "Have You Ever Been Lonely," "Oh How I Miss You Tonight" and "Shine On, Harvest Moon."

POP SPOTLIGHT

THE BEST OF JUDY GARLAND (2-12")

Decca DXB 172 (M); DXSB 7172 (S)

A two-LP package offering a double-barreled musical potpurri of the showbiz life of one of the greatest entertainers, Judy Garland. Judy runs the gamut from "A Pretty Girl Milking Her Cow" to "Zing! Went the Strings of My Heart." Collectors will find just about everything that's important from the earlier Garland catalog.

POP SPOTLIGHT

HERE COMES FATS DOMINO

ABC-Paramount ABC 455 (M); ABCS 455 (S)

Here's a bright and lively album from Fats Domino that should please all of his fans. It shows off a merry Fats singing "When I'm Walking" and "There Goes My Heart Again," and a blue Fats with "I've Got a Right to Cry" and "Just a Lonely Man." And Fats shows off his fine piano work too. Good wax, sparked by the Bill Justis arrangements.

B. T. "Song for Rosemary"—2:27

POP SPOTLIGHT

IT'S BIGGER THAN BOTH OF US

Dave Gardner. RCA Victor LPM 2761 (M); LSP 2761 (S)

Brother Dave Gardner rolls along once more with a fun-filled disk, recorded live at the Tidelands in Houston a while back. It again shows off the weird Gardner sense of humor, the usual light thrusts at the North and Yankees, and at the same time some very clever jokes and one-liners. This one should do well.

POP SPOTLIGHT

LIGHTS OUT, SWEET DREAMS

Bert Kaempfert & His Ork Decca DL 4265 (M); DL 74265 (S)

Full strings, muted brass, a gentle beat and the Kaempfert touch are blended into 12 cuts ideal for dancing, romancing or just dreaming. Highlighting the album are "Sentimental Journey," "Dream," "Love Letters" and "Whispering." Lots of spin potential here.

POP SPOTLIGHT

VINCENT EDWARDS IN PERSON AT THE RIVIERA

Decca DL 4399 (M); DL 74399 (S)

Edwards' first location recording shows the TV star's maturity as a vocalist. All those TV fans are bound to catch the excitement of the set which features an opening that has a touch of the "Ben Casey" TV theme as introduction and then launches into standards and special material and current Broadway tunes.

POP SPOTLIGHT

EARTHY!

Bobby Darin. Capitol T 1826 (M); ST 1826 (S)

Bobby Darin has moved far from his pop-rock style on this new album. Songs include gospel tunes, Latin American folk items, American sea chanties, a contemporary folk ballad and even a Haitian lullaby. He sings them with the excitement he always brings to his material, gives sock performances to "Long Time Man," "Work Song," "La Bambo" and "Why Don't You Swing Down."

POP SPOTLIGHT

THE LIVELIEST

Vic Damone. Capitol T 1944 (M); ST 1944 (S)

Damone pours out plenty of excitement in this live performance cut at New York's Basin Street East. Pacing is fine and arrangements go right along with the top-notch Damone performances. Well-selected program includes "San Francisco," "What Kind of Fool Am I," "You and the Night and the Music," "A Lot of Livin' to Do" and his own big hit of a few seasons back, "Street Where You Live."

POP SPOTLIGHT

BYE BYE BIRDIE

Various Artists. Colpix CP 454 (M); SCP 454 (S)

This has to be given a good chance on the merit of the material itself, and the all-star cast assembled for the date. Latter includes Paul Peterson, Shelley Fabares, Jimmy Darren and the Marcels all working with the effective ork and chorus of Stu Phillips. It's an imaginative way of creating a kind of "sound-track" or "original-cast" amosphere to the proceedings and cashing in on name value to boot.

POP SPOTLIGHT

HELLO STRANGER

Barbara Lewis Atlantic 9808 (M)

Inclusion of Miss Lewis' first big hit "Hello Stranger" should get this one off to a great start. The album is filled with much of the same soft, lyric singing quality with a dash of beat here and there as well. Chorus strings and combo are in firm support. Some of the top tracks are "On Bended Knees," "My Mama Told Me," "Would You Love Me," "We're Too Young to Marry" and "Love Is a Castle."

POP SPOTLIGHT

WIPE OUT

Surfaris. Dot DLP 3535 (M); DLP 25535 (S)

The Surfaris have had a mighty big record with their "Wipeout," with the crazy laugh intro, and here's a whole new collection of swinging surf versions of a crop of current hits. These include "Torquay," "Tequila," "Wild Weekend," "Wiggle Wobble," "Green Onions" and "You Can't Sit Down," among others. Should be a hot package for the teen set.

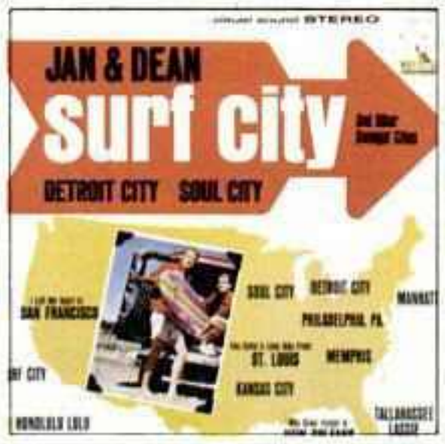
THE ORIGINAL HIT VERSION
WIPE OUT
THE SURFARIS
WIGGLE WOBBLE • GREEN ONIONS
TORQUAY • YOU CAN'T SIT DOWN
TEEN BEAT • TEQUILA • MEMPHIS
WIPE OUT • YEP • WILD WEEKEND
SURFER JOE • WALK DON'T RUN

POP SPOTLIGHT

SURF CITY & OTHER SWINGIN' CITIES

Jan & Dean. Liberty LRP 3314 (M); LST 7314 (S)

The boys' smash "Surf City" single is included here along with "Kansas City," "Manhattan," "Honolulu Lulu" and "I Left My Heart in San Francisco." One non-rock item is a pleasant countryish reading of the reading of the hit, "Detroit City." Particularly spinnable side is "Philadephia, Pa.," which incorporates imitations of Dick Clark and his bandstand guests.



POP SPOTLIGHT

EASIER SAID THAN DONE

Essex. Roulette R 25234 (M)

Here's one of the very hottest of the current crop of vocal groups who have just enjoyed a No. 1 smash in "Easier Said Than Done." That's the title tune here by the five youngsters from the U. S. Marine Corps and the title is splashed all over the cover for maximum sales impact. New tracks include "When I Meet My Baby," "All in My Mind" and "I Love Her." Strong wax.

POP SPOTLIGHT

SUNNY SIDE!

Kingston Trio. Capitol T 1935 (M); ST 1935 (S)

A collection of varied folk songs performed most ably by the Kingston Trio. Included is the contemporary "Ballad of the Thresher," Bob Dylan's "Blowin' in the Wind" and the soul rending "Two-Ten, Six Eighteen." An album not to be missed by Kingston Trio and folk fans. Strong action indicated.

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ALBUM REVIEWS (continued)

CLASSICAL SPOTLIGHT

TCHAIKOVSKY: PATHETIQUE SYMPHONY

Boston Symphony (Munch)
RCA Victor LM 2683 (M); LSC 2683 (S)

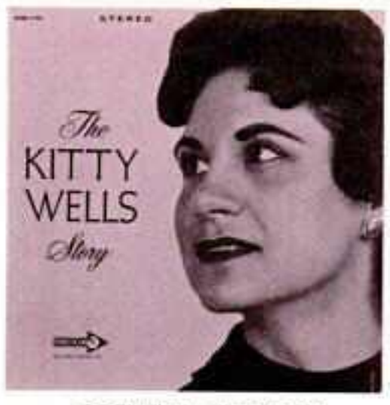
Tchaikovsky's "Symphony No. 6 in B Minor, Op. 74" ("Pathetique") presents a different musical face in most instances to most listeners. The Boston Symphony Orchestra under the baton of its former maestro, Charles Munch, allows the individual to determine the composer's meaning through a devotion to detail and a tonal richness without a heavily weighted interpretation.

CLASSICAL SPOTLIGHT

VIRTUOSO FAVORITES

Erick Friedman. RCA Victor LM 2671 (M); LSC 2671 (S)

The young American violinist, protege of Jascha Heifetz, made a considerable splash with his first release. His newest is a collection of short, brilliant items which enable him to show off his remarkable virtuosity. Some dazzling fiddling here in works by Paganini, Wieniawski, Tschaikowsky, Kreisler, Mozart and others. The artist has a brilliant future.

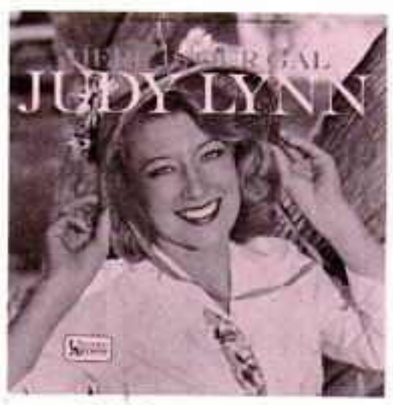


COUNTRY SPOTLIGHT

THE KITTY WELLS STORY (2-12")

Decca DXB 174 (M); DXSB 7174 (S)

Here's a two-LP set that all lovers of traditional country will treasure. It's the great Kitty Wells, queen of the field, doing her greatest performances over the years. The titles tell the story. They include "Payin' for That Back Street Affair," "It Wasn't God Who Made Honky Tonk Angels," "I Heard the Juke Box Playing," "Searching" and 20 others. Inside the book-fold package there are photos and background data on the thrush which fans will also like.



COUNTRY SPOTLIGHT

HERE IS OUR GAL JUDY LYNN

United Artists UAL 3288 (M); UAS 6288 (S)

Here's a strong album by one of the most important of the current crop of femme country artists. The gal's newest single, released two weeks ago, and coupling "Slowly Bay by Day" and "Oh Why Can't He Forget Her," are both here along with a power-packed group of tracks. Titles include "I've Just Gotta Tell Someone," "A Bigger Fool Than Me," "The Calm Before the Storm" and "Hello Operator," among others.

(Continued)

ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all other LP's are listed under their respective categories.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

MONO

TIE ME KANGAROO DOWN, SPORT
Rolf Harris, Epic LN 24053

GOLDEN GOODIES, VOL. VI
Various Artists, Roulette R 25216

SO MUCH IN LOVE
Tymes, Parkway P 7032

STEREO

Reprise R9-6093

★ NEW ACTION LP's

These new albums, not yet on Billboard's Top LP's Chart, have been reported getting strong sales action by dealers in major markets.

MONO

DUANE EDDY AND THE REBELS IN PERSON . . .
Jamie JLP 3025

JACKIE GLEASON PRESENTS MOVIE THEMES—FOR LOVERS ONLY . . .
Capitol W 1877

THE PATSY CLINE STORY . . .
Decca DXB 176

SOUL SURFIN' . . .
Kai Winding, Verve V 8551

GOLDEN GOODIES, VOL. IV . . .
Various Artists, Roulette R 25209

SURF CITY & OTHER SWINGIN' CITIES . . .
Jan & Dean, Liberty LRP 3314

HERBIE MANN RETURNS TO THE VILLAGE GATE . . .
Atlantic 1407

RICK NELSON MILLION SELLERS . . .
Imperial LP 9232

POT LUCK . . .
Ramsey Lewis Trio, Argo LP 715

GOLDEN GOODIES, VOL. XII . . .
Various Artists, Roulette R 25211

IRMA LA DOUCE . . .
Sound Track, United Artists UAL 4109

MIDNIGHT BLUE . . .
Kenny Burrell, Blue Note 4123

THAT'S HOW HEARTACHES ARE MADE . . .
Baby Washington, Sue LP 1014

JOAN SUTHERLAND—COMMAND PERFORMANCE . . .
London A 4254

SURF DRUMS . . .
Lively Ones, Del-Fi DFLP 1231

STEREO

TOVARICH . . .
Original Cast, Capitol STAO 1940

RING OF FIRE—THE BEST OF JOHNNY CASH . . .
Columbia CS 8853

SHUT DOWN . . .
Various Artists, Capitol DT 1918

HERBIE MANN RETURNS TO THE VILLAGE GATE . . .
Atlantic SD 1407

SURFING . . .
Ventures, Dolton BST 8022

EVERYBODY WANTS
MORE, MORE, MORE,
MORE, MORE, MORE,
MORE, MORE, MORE,
MORE, MORE, MORE,
MORE, MORE, MORE!
(THE THEME FROM THE FILM "MONDO CANE")
BY KAI WINDING

V/V6-8551 That's why we've changed the title of Kai's big new surfin' album to MORE!, the chart-bustin' single from the set.

THE NEW SOUNDS OF AMERICA ARE ON
VERVE
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NOW ON THE CHARTS AND SELLING!

ROULETTE GOLDEN GOODIES

VOL. 12: R-25211

GOLDEN GOODIES
VOL. 1
THE ORIGINAL HITS
THE HEARTBEATS (YOUR WAY • PEOPLE ARE TALKING • DARLING HOW LONG) THE HARPTONES (CRY LIKE I CRIED • THE MASQUERADE IS OVER (THE SHRINE OF ST. CECILIA) THE VALENTINES (DON'T SAY GOODNIGHT) FRANKIE LYMON (PAPER CASTLES • OUT IN THE COLD AGAIN) TINY TIM & THE HITS (WEDDING BELLS) THE ECHOES (DING DONG) THE ANGELS (GLORY OF LOVE) THE DEVOTIONS (RIP VAN WINKLE) • • • • • • • • •

VOL. 1: R-25207

VOL. 2: R-25210

VOL. 3: R-25218

VOL. 11: R-25219

60" High,
26" Wide,
20" Deep

THE GOLDEN GOODIES SERIES AVAILABLE IN THIS COLORFUL FLOOR BROWSER. ASK YOUR DISTRIBUTOR FOR DETAILS NOW!

ORIGINAL HITS

ORIGINAL ARTISTS

ORIGINAL RECORDS

THE MOST FABULOUS COLLECTION OF OLDIES IN 12 BEST-SELLING VOLUMES!

VOL. 4: R-25209

VOL. 10: R-25217

VOL. 5: R-25215

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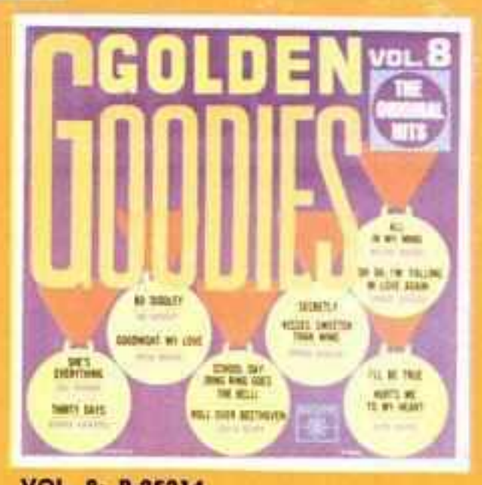

VOL. 8: R-25214

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VOL. 6: R-25216

STRIKE IT RICH!

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Atlantic, Beltone, Cameo/Parkway, Chess, Coed, Dimension, End, Gee, Goldisc, Gone, Herald-Ember, Heritage, Joy, Jubilee, Laurie, Melba, Modern, Old Town, Roulette, Tapp, Todd, Triple X, Vee Jay.

ROULETTE

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Billboard TOP LP's

FOR WEEK ENDING AUGUST 3

★ STAR PERFORMERS—selections on Chart 9 weeks or less registering greatest upward progress this week.

150 BEST SELLERS—MONAURAL

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2015	16
2	3	THE JAMES BROWN SHOW King 826	6
3	2	MOVING Peter, Paul & Mary, Warner Bros. W 1473	29
4	9	PETER, PAUL & MARY Warner Bros. W 1449	67
5	5	WEST SIDE STORY Sound Track, Columbia OL 5670	93
6	6	SURFIN' U. S. A. Beach Boys, Capitol T 1890	14
7	7	I LOVE YOU BECAUSE Al Martino, Capitol T 1914	8
★ 8	24	LITTLE STEVIE WONDER THE 12 YEAR OLD GENIUS Tamla 240	4
9	10	CLEOPATRA Sound Track, 20th Century-Fox FXG 5008	7
10	30	BYE BYE BIRDIE Sound Track, RCA Victor LOC 1081	15
11	4	LAWRENCE OF ARABIA Sound Track, Colpix CP 514	23
12	14	LITTLE TOWN FLIRT Del Shannon, Big Top 1308	7
13	12	VAUGHN MEADER & THE FIRST FAMILY, VOL. II Cadence CLP 2065	11
14	8	THE BARBRA STREISAND ALBUM Columbia CL 2007	17
★ 15	39	SHUT DOWN Various Artists, Capitol T 1918	4
16	18	OLDIES BUT GOODIES, VOL. 5 Various Artists, Original Sound LPM 5007	10
17	17	THEMES FOR YOUNG LOVERS Percy Faith & Ork, Columbia CL 2033	7
18	26	JOAN BAEZ IN CONCERT Vanguard VRS 9112	41
19	22	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	65
★ 20	42	CALL ON ME Bobby Bland, Duke DLP 77	4
21	13	I WANNA BE AROUND Tony Bennett, Columbia CL 2000	18
22	23	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER Nat King Cole, Capitol T 1932	5
23	11	THE CONCERT SINATRA Frank Sinatra, Reprise R 1009	7
24	20	IT HAPPENED AT THE WORLD'S FAIR Elvis Presley, RCA Victor LPM 2697	16
25	25	ROY ORBISON'S GREATEST HITS Monument MLP 8000	49
★ 26	53	TRINI LOPEZ AT PJ's Reprise R 6093	3
27	15	HOW THE WEST WAS WON Sound Track, MGM 1ES	12
28	32	HOBO FLATS Jimmy Smith, Verve b...	12
★ 29	34	I'LL CRY IF I WANT TO Lesley Gore, Mercury MG 20805	4
30	33	SHIRELLES GREATEST HITS Scepter 507	28
31	29	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABC 442	26
32	16	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869	57
33	27	THE BEST OF THE KINGSTON TRIO Capitol T 1705	61
★ 34	48	THIS TIME BY BASIE: HITS OF THE 50's AND 60's Count Basie, Reprise R 6070	3
35	35	BROADWAY—MY WAY Nancy Wilson, Capitol T 1828	18
36	37	SHE LOVES ME Original Cast, MGM E 4118	7
★ 37	47	UNIQUELY MANCINI Henry Mancini, RCA Victor LPM 2692	6
38	38	STILL Bill Anderson, Decca DL 4427	5
39	21	SUKIYAKI & OTHER JAPANESE HITS Kyu Sakamoto, Capitol T 10349	8
40	41	JOAN BAEZ, VOL. II Vanguard VRS 9094	88
★ 41	59	I GOT SOMETHING TO TELL YOU Mama Mabley, Chess LP 1479	6
★ 42	51	STREETS I HAVE WALKED Harry Belafonte, RCA Victor LPM 2695	7
43	19	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CL 2016	16
44	49	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432	47
45	31	KINGSTON TRIO #16 Capitol T 1871	19
46	63	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABC 435	40
47	50	THE 4 SEASONS SING AIN'T THAT A SHAME & 11 OTHERS Vee Jay LP 1059	4
48	28	SUKIYAKA & 11 HAWAIIAN HITS Billy Vaughn, Dot DLP 3523	8
49	60	THINK ETHNIC Smothers Brothers, Mercury MG 20777	18
50	57	SURFING Ventures, Dolton BLP 2022	14
51	55	HEAVENLY Johnny Mathis, Columbia CL 1351	102
52	36	BABY WORKOUT Jackie Wilson, Brunswick BL 54110	15
53	45	JOAN BAEZ, VOL. I Vanguard VRS 9078	75
54	40	RICHARD CHAMBERLAIN SINGS MGM E 4088	27
55	56	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	68
56	65	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	274
57	43	OLIVER Original Cast, RCA Victor LOCD 2004	39
★ 58	71	MOTOR-TOWN REVUE, VOL. I Various Artists, Motown 609	9
59	54	BUDDY HOLLY STORY Coral CRL 57279	134
60	70	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	189
61	52	LOVE THEMES FROM CLEOPATRA Ferrante & Teicher, United Artists UAL 3290	6
62	64	THE FIRST FAMILY Vaughn Meader, Cadence CLP 3060	34
63	66	SINCERELY YOURS Robert Goulet, Columbia CL 1931	31
64	58	MY SON, THE CELEBRITY Allan Sherman, Warner Bros. W 1487	29
65	95	MY SON, THE FOLK SINGER Allan Sherman, Warner Bros. W 1475	40
66	44	FOR YOUR SWEET LOVE Rick Nelson, Decca DL 4419	9
67	67	GRAVY WALTZ & 11 CURRENT HITS Steve Allen, Dot DLP 3515	15
★ 68	110	THE SMOTHERS BROTHERS AT THE PURPLE ONION Mercury MG 20611	4
69	68	WONDERFUL WORLD OF LOVE Robert Goulet, Columbia CL 1993	15
70	82	SURFIN' SAFARI Beach Boys, Capitol T 1808	24
71	106	CAMELOT Original Cast, Columbia KOL 5620	132
72	73	SONGS FOR A SUMMER NIGHT Various Artists, Columbia PM 2	3
73	74	BOBBY VEE'S GOLDEN GREATS Liberty LRP 3245	40
74	78	PAUL ANKA'S 21 GOLDEN HITS RCA Victor LPM 2691	5
75	121	TWO SIDES OF THE SMOTHERS BROTHERS Mercury MG 20675	33
76	84	MURRAY THE K's 1962 BOSS GOLDEN GASSERS Various Artists, Scepter 510	3
77	81	MONDO CANE Sound Track, United Artists UAL 4105	3
78	90	RAMBLIN' ROSE Nat King Cole, Capitol T 1793	46
79	69	FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harnell & His Ork, Kapp KL 1318	28
80	114	THE VENTURES PLAY TELSTAR, THE LONELY BULL & OTHERS Dolton BLP 2019	31
81	76	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LPM 2604	25
82	83	FOOLISH LITTLE GIRL Shirelles, Scepter LP 511	6
★ 83	100	JAN & DEAN TAKE LINDA SURFIN' Liberty LRP 3294	7
84	61	I'M A WOMAN Peggy Lee, Capitol T 1857	22
85	89	THE UNITED STATES MARINE BAND RCA Victor LPM 2687	6
86	72	TEENAGE TRIANGLE James Darren/Shelley Fabares/Paul Peterson, Colpix CP 444	13
87	79	NEW FRONTIER Kingston Trio, Capitol T 1809	34
88	109	THE NEW CHRISTY MINSTRELS TELL TALL TALES! Columbia CL 2017	11
89	91	ARRIVEDERCI, ROMA Jerry Vale, Columbia CL 1955	24
★ 90	115	GOLDEN GOODIES, VOL. II Various Artists, Roulette R 25210	3
★ 91	—	TIE ME KANGAROO DOWN, SPORT Rolf Harris, Epic LN 24053	1
92	62	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R 1008	27
★ 93	127	DAVE BRUBECK QUARTET AT CARNEGIE HALL Columbia C2L 26	2
94	94	ONE WORLD CONCERT Erroll Garner, Reprise R 6080	5
95	96	STOP THE WORLD—I WANT TO GET OFF Original Cast, London AM 58001	37
96	75	LATIN RENDEZVOUS Mantovani & His Ork, London LL 3295	10
97	46	HAIL THE CONQUERING NERO Peter Nero, RCA Victor LPM 2638	19
★ 98	137	PEGGY LEE MINK JAZZ Capitol T 1850	2
99	105	TIME OUT Dave Brubeck, Columbia CL 1397	133
★ 100	132	DR. NO Sound Track, United Artists UAL 4108	2
101	108	HOOTENANNY Various Artists, Kapp KL 1330	3
102	117	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	143
103	112	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	95
104	85	WARM & WILLING Andy Williams, Columbia CL 1879	42
105	139	PAUL & PAULA SING FOR YOUNG LOVERS Philips PHM 200-078	24
106	126	THE CHAD MITCHELL TRIO IN ACTION Kapp KL 1313	17
107	140	1962's GREATEST HITS BY BILLY VAUGHN Dot DLP 3497	24
★ 108	135	THE VENTURES PLAY THE COUNTRY CLASSICS Dolton BLP 2023	9
109	87	RUBY BABY Dion, Columbia CL 2010	20
★ 110	149	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053	2
★ 111	—	GOLDEN GOODIES, VOL. VI Various Artists, Roulette R 25216	1
112	116	THE BEST OF JOLSON Al Jolson, Decca DXA 169	37
113	86	MUSIC MAN Sound Track, Warner Bros. B 1459	47
114	92	ALL ALONE AM I Brenda Lee, Decca DL 4370	22
115	120	AS LONG AS SHE NEEDS ME Sammy Davis Jr., Reprise R 6082	11
116	101	WEST SIDE STORY Original Cast, Columbia OL 5230	147
117	88	JAZZ IMPRESSIONS OF BLACK ORPHEUS Vince Guaraldi Trio, Fantasy 3337	27
118	77	PIPELINE Chantays, Dot DLP 3516	12
119	122	YOU CAN'T SIT DOWN Dovells, Parkway P 7025	4
120	124	GLORIA LYNNE AT THE LAS VEGAS THUNDERBIRD Everest BR 5208	26
121	131	TOVARICH Original Cast, Capitol TAO 1940	2
122	93	BLAME IT ON THE BOSSA NOVA Eydie Gorme, Columbia CL 2012	18
123	97	LIVING IT UP Bert Kaempfert & His Ork, Decca DL 4374	5
124	134	GOLDEN GOODIES, VOL. V Various Artists, Roulette R 25215	2
★ 125	—	SO MUCH IN LOVE Tymes, Parkway P 7032	1
126	98	HOT PASTRAMI Dartells, Dot DLP 3522	5
127	118	BACK AT THE CHICKEN SHACK Jimmy Smith, Blue Note 4117	22
128	80	STEVE LAWRENCE WINNERS! Columbia CL 1953	26
★ 129	—	SURFIN' WITH THE ASTRONAUTS RCA Victor LPM 2760	1
130	142	GOLDEN GOODIES, VOL. I Various Artists, Roulette R 25207	2
131	146	JAZZ WORKSHOP REVISITED Cannonball Adderley Sextet, Riverside RM 444	19
★ 132	—	POPE JOHN XXIII Mercury RM 200	1
★ 133	—	GOLDEN GOODIES, VOL. III Various Artists, Roulette R 25218	1
134	136	THE SOUND OF HOROWITZ Vladimir Horowitz, Columbia ML 5811	7
135	102	THE UNITED STATES AIR FORCE BAND & THE SINGING SERGEANTS RCA Victor LPM 2686	6
★ 136	—	FANTASTICS Original Cast, MGM E 4072	1
137	99	TWO OF US Robert Goulet, Columbia CL 1826	49
138	113	BROADWAY . . . I LOVE YOU Sergio Franchi, RCA Victor LM 2674	5
139	141	ON TOP OF SPAGHETTI Tom Glazer & the Do-Re-Mi Children's Chorus, Kapp KL 1331	2
★ 140	—	GENE PITNEY SINGS WORLD-WIDE WINNERS Musicor MM 2005	1
141	103	STARDUST Boston Pops/Arthur Fiedler, RCA Victor LM 2670	4
142	104	WALTZ TIME Lawrence Welk, Dot DLP 3499	13
143	128	ANDY WILLIAMS MILLION SELLER SONGS Cadence CLP 3061	30
144	147	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	170
145	125	BOOTS RANDOLPH'S YAKETY SAX Monument MLP 8002	8
146	129	SOUTH STREET Orions, Cameo C 1041	5
147	143	COAST TO COAST WITH ARTHUR PRYSOCK Old Town LP 2005	4
148	130	UP ON THE ROOF Drifters, Atlantic 8073	9
149	133	CLASSICAL ENCORES Mantovani & His Ork, London LL 3269	7
150	—	EASIER SAID THAN DONE Essex, Roulette R 25234	1

50 BEST SELLERS—STEREO

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	DAYS OF WINE AND ROSES Andy Williams, Columbia CS 8815	16
2	2	CLEOPATRA Sound Track, 20th Century-Fox SXG 5008	6
3	3	WEST SIDE STORY Sound Track, Columbia OS 2070	90
4	14	BYE BYE BIRDIE Sound Track, RCA Victor LSO 1081	12
5	5	UNIQUELY MANCINI Henry Mancini, RCA Victor LSP 2692	6
6	4	LAWRENCE OF ARABIA Sound Track, Colpix SCP 514	20
7	9	MOVING Peter, Paul & Mary, Warner Bros. WS 1473	29
8	8	I LOVE YOU BECAUSE Al Martino, Capitol ST 1914	6
9	6	THE CONCERT SINATRA Frank Sinatra, Reprise R9-1009	6
10	26	PETER, PAUL & MARY Warner Bros. WS 1449	54
11	13	SURFIN' U. S. A. Beach Boys, Capitol ST 1890	11
★ 12	16	THE BARBRA STREISAND ALBUM Columbia CS 8807	8
13	12	THEMES FOR YOUNG LOVERS Percy Faith & Ork, Columbia CS 8832	6
14	10	HOW THE WEST WAS WON Sound Track, MGM 1SES	16
15	15	SUKIYAKA & 11 HAWAIIAN HITS Billy Vaughn, Dot DLP 25523	5
★ 16	21	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER Nat King Cole, Capitol ST 1932	3
17	11	HOBO FLATS Jimmy Smith, Verve V6-8544	12
18	7	I WANNA BE AROUND Tony Bennett, Columbia CS 8800	38
★ 19	24	THIS TIME BY BASIE: HITS OF THE 50's AND 60's Count Basie, Reprise R 9-6070	3
20	20	THE NEW CHRISTY MINSTRELS TELL TALL TALES Columbia CS 8817	8
21	25	OLIVER Original Cast, RCA Victor LSOD 2004	40
22	18	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	62
23	27	SHE LOVES ME Original Cast, MGM SE 4118	7
24	28	LATIN RENDEZVOUS Mantovani & His Ork, London PS 295	10
25	22	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CS 8669	46
26	23	LOVE THEMES FROM CLEOPATRA Ferrante & Teicher, United Artists UAS 6290	5
27	33	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	177
28	31	CAMELOT Original Cast, Columbia KOS 2031	132
29	36	FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harnell & His Ork, Kapp KS 3318	28
30	32	STREETS I HAVE WALKED Harry Belafonte, RCA Victor LSP 2695	5
★ 31	40	STARDUST Boston Pops/Arthur Fiedler, RCA Victor LSC 2670	7
32	37	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABCS 442	24
33	19	HAIL THE CONQUERING NERO Peter Nero, RCA Victor LSP 2638	17
34	29	JALOUSIE Arthur Fiedler & the Boston Pops, RCA Victor LSC 2661	17
35	35	MONDO CANE Sound Track, United Artists UAS 5105	2
36	17	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CS 8816	15
★ 37	—	TRINI LOPEZ AT PJ's Reprise R9-6093	1
★ 38	46	DAVE BRUBECK AT CARNEGIE HALL Columbia C2S 826	2
39	44	KINGSTON TRIO #16 Capitol ST 1871	18
40	30	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LSP 2604	25
41	39	IT HAPPENED AT THE WORLD'S FAIR Elvis Presley, RCA Victor LSP 2697	16
42	42	PEGGY LEE MINK JAZZ Capitol ST 1850	2
43	34	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V6-8432	44
44	41	WEST SIDE STORY Original Cast, Columbia OS 2001	109
45	38	THE UNITED STATES MARINE BAND RCA Victor LSP 2687	8
46	43	CLASSICAL ENCORES Mantovani & His Ork, London PS 269	9
47	48	SUKIYAKI AND OTHER JAPANESE HITS Kyu Sakamoto, Capitol DT 10349	2
48	50	1963's EARLY HITS Lawrence Welk, Dot DLP 25510	18
49	49	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R9-1008	26
50	45	SOUNDPOWER! Marty Gold & His Ork, RCA Victor LSP 2620	17

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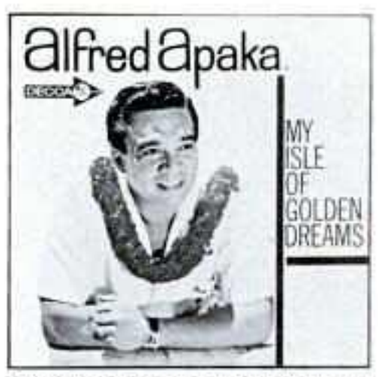


MY ISLE OF GOLDEN DREAMS • Alfred Apaka DL 4418 • DL 74418(S)

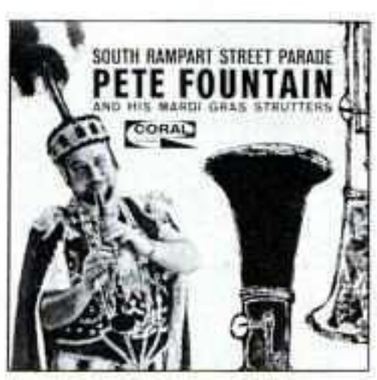
GEORGIA BROWN CRL 57436 • CRL 757436(S)

THINKING OF YOU TONIGHT • Thelma Carpenter CRL 57433 • CRL 757433(S)

WILD BILL DAVIS WITH STRINGS CRL 57427 • CRL 757427(S)

VINCENT EDWARDS IN PERSON AT THE RIVIERA DL 4399 • DL 74399(S)

("I STILL LIKE TO PLAY FRENCH SONGS THE BEST") BUT OH! THOSE ITALIAN MELODIES • George Feyer DL 4411 • DL 74411(S)



SOUTH RAMPART STREET PARADE • Pete Fountain CRL 57440 • CRL 757440(S)

THE BEST OF JUDY GARLAND DXB-172 • DXSB-7172(S)

GUITAR EXTRAORDINARY • Vicente Gomez DL 4312 • DL 74312(S)

THE GREAT HAMP AND LITTLE "T" • Lionel Hampton and Charlie Teagarden CRL 57438 • CRL 757438(S)

SINGIN' EASY • Burl Ives DL 4433—DL 74433(S)

LIGHTS OUT—SWEET DREAMS • Bert Kaempfert DL 4265* • DL 74265*(S)

ISLAND LOVE SONGS • Lani Kai DL 4334 • DL 74334(S)

DREAMY SERENADES • Sammy Kaye DL 4424 • DL 74424(S)

SONGS EVERYBODY KNOWS • Steve Lawrence CRL 57434 • CRL 757434(S)

THE SWEETEST MUSIC THIS SIDE OF HEAVEN • Guy Lombardo DL 4328 • DL 74328(S)

THEY STOPPED THE SHOW • Various Artists DL 9111 • DL 79111(S)

OUT CAME THE BLUES • Various Artists DL 4434

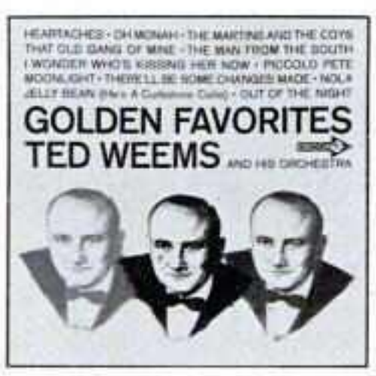
COCKTAIL HOUR • Stanley Paul CRL 57420 • CRL 757420(S)

SATCHMO—A MUSICAL AUTOBIOGRAPHY OF LOUIS ARMSTRONG 1928-Early 1930 DL 4330 • DL 74330(S)

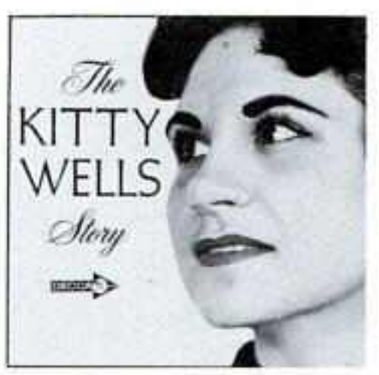
RHYTHM ANTICS! • Ethel Smith DL 4414 • DL 74414(S)

IT'S A BLUE WORLD • Sam (The Man) Taylor DL 4417 • DL 74417(S)

FOLK SONGS AND WESTERN BALLADS • Texas Boys' Choir DL 4379 • DL 74379(S)



GOLDEN FAVORITES • Ted Weems DL 4435



THE KITTY WELLS STORY DXB-174 • DXSB-7174(S)

ALL TIME—OLD TIME POLKAS, WALTZES, SCHOTTISCHES • "Whoopee" John Wilfahrt Orchestra DL 4426 • DL 74426(S)

WHAT WOULD HAVE HAPPENED IF! • Gene Wood CRL 57428 • CRL 757428(S)

FIVE CENTURIES OF SONG • Abbey Singers DL 10073 • DL 710073(S)

MOZART—HANDEL • Musica Aeterna Chamber Orchestra DL 10075 • DL 710075(S)

MEADOWLAND • Don Cossack Chorus DL 10076 • DL 710076(S)

NOVAES PLAYS CHOPIN—LISZT—DEBUSSY • Guiomar Novaes DL 10074 • DL 710074(S)

RHYTHMS OF THE BULL RING • Band of the Plaza de Toros DL 4372 • DL 74372(S)

HAYDN • Orchestra San Pietro DL 10069 • DL 710069(S)

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RELIGIOUS SPOTLIGHT

WE GATHER TOGETHER

Tennessee Ernie Ford & the San Quentin Prison Choir
Capitol T 1937 (M); ST 1937 (S)

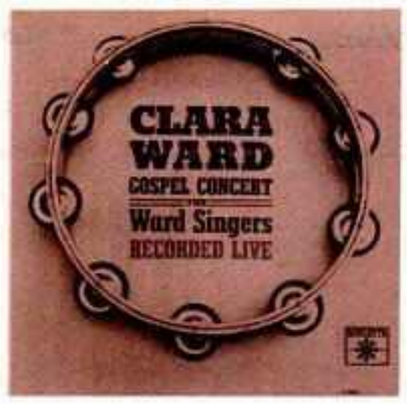
Tennessee Ernie Ford made this album in April of this year with the San Quentin Prison Choir, marking his first with the choir and their first recording. The combination is a mighty potent one, and they both come through with moving readings of familiar hymns like "We Gather Together," "God of Our Fathers" and "A Mighty Fortress Is Our God."

SPOKEN WORD SPOTLIGHT

MUCH ADO ABOUT NOTHING (3-12")

Rex Harrison/Rachel Roberts. Shakespeare Recording Society. SRS-S 206 (S)

Despite two other full versions of Shakespeare's rowdy work, this one should be the competitive pace-setter. Boasting such performers as Rex Harrison and Rachel Roberts to bring off the Bard's witty exchanges, it has superb quality to go with its marquee value. The set must be ranked among the finest Shakespearean recordings.



SPIRITUAL SPOTLIGHT

CLARA WARD GOSPEL CONCERT

Ward Singers
Roulette R 25233 (M)

This is the kind of album that could help the whole gospel movement on records. Clara Ward and her group are unquestionably the top-notch attraction in the field today—having played many of the bigger clubs—and this wild, rip-roaring album, cut live at the Apollo Theater, New York, could become a big item. It has such as "Old-Time Religion," "What a Friend We Have in Jesus" and "When the Saints Go Marching In."

SPOKEN WORD SPOTLIGHT

SAMUEL BECKETT

Cyril Cusack
Caedmon TC 1169

Three of Beckett's penetrating works, "Molloy," "Malone Dies" and "The Unnamable," are performed here in sterling fashion by Cyril Cusack. Beckett today has a large number of followers, and the three plays on one record add up to good value when performed as stylishly as Cusak handles them here. Strong item for spoken word fans and for students, schools and libraries.

☆☆☆ THREE-STAR ALBUMS

The three-star rating indicates moderate sales potential within each record's music category.

POPULAR

THIS IS BERMUDA
Singing Charletts. Oleander OLP 107

A HANDFUL OF DUST
Vicki Martin. Finer Arts Fam 102 (M); FAST 202

THE GREATEST OLDIES
Don Julian. Amazon 1009

HOLIDAY FOR DJ'S
Andre Popp & His Ork. Palette MPZ 1022 (M); SPZ 37022 (S)

HAWAII TATTOO
The Waikiki's. Palette MGPB 9420

CLASSICAL

RIEGGER AND POULENC
New York Woodwind Quintet. Everest 6081 (M); 3081 (S)

WOODWIND ENCORES
New York Woodwind Quintet. Everest LPBR 6092 (M); SDBR 3092 (S)

TANEYEV, KHACHATURIAN, HAYDN: TRIOS
David Oistrakh with various Artists. Monitor MC 2059

RHYTHM & BLUES

MEMPHIS SLIM & WILLIE DIXON IN PARIS
Battle BM 6122 (M); BS 96122 (S)

INTERNATIONAL

THE INCOMPARABLE DANIELLE DARRIEUX
Capitol T 10319 (M); ST 10319 (S)

YULYA SINGS RUSSIAN SONGS
Monitor MP 599

AROUND THE SAMOVAR
Andreyev Balalaika Ensemble. Monitor MFS 401 (S)

SPOKEN WORD

GREAT SCENES FROM SHAKESPEARE'S ANTONY AND CLEOPATRA
Pamela Brown & Anthony Quayle. Caedmon TC 1183

POLKA

THE ROARING TWENTIES PLUS 40
Eddie Skeets. Lodestar LP 97-63

SPECIAL MERIT PICKS

Special Merit Picks are new releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.

POP SPECIAL MERIT

NINA SIMONE AT CARNEGIE HALL

Colpix CP 455 (M); SCP 455 (S)

Here's an album that should appeal to many areas of the record-buying public from jazz, through pop folk and rhythm and blues. Miss Simone works her particular brand of magic in a mysterious and awe-inspiring way. Recorded live at Carnegie Hall, the album has a broad choice of material all delivered in dramatic fashion. "Black Swan," "Twelfth of Never" are two highly playable tracks.

POP SPECIAL MERIT

SURF CITY

The Lively Ones
Del-Fi DFLP 1237 (M); DFST 1237 (S)

Surfboards of many hues dot the cover of this latest in a long series of surf beat sets by the label, the third, in fact, for this particular group. The sound and the beat are as good here as in many and provided the exposure is there, it's the kind of set that could always take off. "Misirlou," "Telstar" and "40 Miles of Bad Road" are all given the surfing treatment here.

POP SPECIAL MERIT

SOUTH RAMPART STREET PARADE

Peter Fountain & His Mardi Gras Strutters
Coral CRL 57440 (M); CRL 757440 (S)

Here's a bright, pulsating album of Dixieland march music, sparked by the clarinet work of Fountain, and the drum work of four men, Godfrey Hirsch, Nick Fatool, Jack Sperling and Paul Barbarin. And the sounds of tuba, banjo and the four-piece trombone section on many of the songs adds sparkle to such favorites as "When the Saints Go Marching In," "The Darktown Strutters' Ball" and the Fountain-Charles Dant tune, "Marching Round the Mountain."

POP SPECIAL MERIT

HITSVILLE, U.S.A.

Sammy Lowe
RCA Victor LPM 2770 (M); LSP 2770 (S)

Collections of recent pop hits on LP have turned out to be the most salable kind of merchandise in many different sets and mixing that concept with the fine-sound Dynagroove approach makes for a fine piece of wax. Arranger Sammy Lowe makes the tracks swing here with such ditties as "I Will Follow Him," "He's So Fine," "It's My Party," "If You Wanna Be Happy" and "Easier Said Than Done." Best of all, there are 20 tunes rather than the more expected dozen. Set has a real chance.

POP SPECIAL MERIT

OFF SHORE

Santo & Johnny. Canadian American
CALP 1011 (M); SCALP 1011 (S)

This is one of the best Santo and Johnny albums in some time and it has a chance to turn into a strong seller. It features the duo in warm and tender arrangements of songs of the sea, aided by smooth arrangements, spotlighting a big band under the baton of Mort Garson. Best tracks include the title song, plus "Stranger on the Shore," "Red Sails in the Sunset" and "Beyond the Sea."

JAZZ SPECIAL MERIT

JOHN COLTRANE AND JOHNNY HARTMAN

Impulse A 40 (M); AS 40 (S)

Here's a really beautifully done LP that features singer Johnny Hartman backed by John Coltrane and his rhythm section featuring McCoy Tyner on piano. The album is a moody masterpiece with sensitive singing by Hartman and lovely, relaxed blowing by Trane on such fine ballads as "Dedicated to You," "My One and Only Love" and "Lush Life."

FOLK SPECIAL MERIT

ALL STAR HOOTENANNY

Various Artists
Riverside RM 7539 (M); RS 97539 (S)

This, in effect, is a good sampler package of material in the Riverside catalog, some of it released only quite recently. In view of other packages of this general nature, having stirred good action, this one, with a flock of important names, also has a chance. Included are performances by Odetta, Oscar Brand, Bob Gibson, Cynthia Gooding, Memphis Slim, Billy Faier, Weissberg and Rosmini, the Staple Singers, the Homesteaders, the Lonesome River Boys and John Lee Hooker.

INTERNATIONAL SPECIAL MERIT

NEW SONGS OF ISRAEL

Ohela Halevy
Washington VM 741

There is no lack of Israeli material on records, but this one features some extraordinary performances by a lass named Ohela Halevy. Humor, sensitivity and a genuine feeling for the material shine through each track and make this something special in a highly competitive field.

☆☆☆☆ FOUR-STAR ALBUMS

The four-star rating is awarded new albums with sufficient commercial potential in their respective categories to merit being stocked by most dealers, one-stops and rack jobbers handling that category.

POPULAR

A SEASON FOR MY BELOVED
Hugo Winterhalter. ABC-Paramount, ABC 447 (M); ABCS 447 (S)

THE EXPLOSIVE SOUND OF LES BROWN & HIS BAND OF RENOWN
Columbia CL 2030 (M); CS 8830 (S)

I REMEMBER YOU
Jack LaForge. Regina R 282 (M)

AMERICAN ENCORES FROM A RUSSIAN TOUR
Grant Johannesen. Golden Crest CR 4065

THE CHALLENGERS ON THE MOVE (SURFING AROUND THE WORLD)
Vault LP 102 (M)

CLASSICAL

FRANCAIX: QUINTET FOR WINDS; TAFFANEL: QUINTET FOR WINDS
New York Woodwind Quintet. Everest LPBR 6080 (M); SDBR 3080 (S)

SCHUBERT: OCTET FOR STRINGS AND WINDS, OP. 166
Fine Arts Quartet and New York Woodwind Quintet. Everest LPBR 6082 (M); SDBR 3082 (S)

INTERNATIONAL

ARMENIAN SONGS AND DANCES
Hovhaness Badelian & Ophelia Ambartsumian. Monitor MF 400

SING ALONG IN FRENCH, VOL. 1
Riverside RM 7540

LATIN AMERICAN

JUST FOR FUN
Charles Fox. Gema 1183

RELIGIOUS

MESSAGE TO TWO YOUNG LADIES
Dr. Thomas A. Fry Jr. Word WLP 3258

BAND

THE SALVATION ARMY PLAYS THE GREAT MARCHES
ABC-PARAMOUNT, ABC 457 (M); ABCS 457 (S)

COUNTRY

TRAVELING BLUES
Texas Ruby & Curly Fox. Harmony HL 7302

MUSIC AS WRITTEN

• Continued from page 20

tion of producton equipment gives his local facility a half-million-disks-per-week capacity.

Capitol will issue **Tennessee Ernie's** "The Story of Christmas" in LP form as a soundtrack version of his forthcoming yuletide TV show, sponsored by General Mills. This will be his first Christmas album since his 1958 "Star Carol" LP. . . . **Frank Sinatra's** Essex Productions has changed the name of its United Artists film, "A Young Man's Fancy" to "Those Who Think Young" as a result of a promotional tie-in with Pepsi. Vehicle will provide the screen debut of disk comic **Woody Woodbury**, along with Sinatra's daughter, **Nancy**, and **Dean Martin's** teen-age offspring, **Claudia.**

LEE ZHITO

PITTSBURGH

The vast $22,000,000 Civic Arena will play host this fall to its first symphonic concert when **Leonard Bernstein** brings the 112-man New York Philharmonic Orchestra to the Arena September 15. . . . **Leonard Mendlowitz,** Pittsburgh's Billboard representative, is confined to West Penn Hospital for a check-up. . . . **Jane Oliver,** who represents many indie labels in this area, was married July 13 to banker **Russ Musseter.**

Milton Berle returns to Holiday House for his second stint there October 18. . . . **The Three Stooges** headlined the annual Police Circus at Forbes Field July 26-27. . . . **Stan Kenton** played a one-nighter at West View Park's Danceland July 24. . . . The Variety Club hosted **Anna Maria Alberghetti** at its Penn-Sheraton headquarters July 16, the night she opened in "The Firefly" at the Civic Arena, and hosted **Hugh O'Brian** July 23 after his local debut in "The Music Man." . . . **Murray Deutchman,** of United Artists Records, New York, has signed a publisher's agreement with **Lou Guarino**, head of the local label, World Artists.

LEONARD MENDLOWITZ

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HITS MEAN BUSINESS!

Two Great Stars Together On DECCA RECORDS

MY WORLD'S LOSING YOU

Published by Moss Rose Publications, Inc.

c/w

ANOTHER CHANCE TO FALL IN LOVE

KITTY WELLS and ROY DRUSKY

31523

Linda's Greatest Hit On Brunswick RECORDS

LITTLE BY LITTLE

c/w

LONELY PEOPLE DO FOOLISH THINGS

LINDA HOPKINS

55248

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International
NEWS REPORTS

Teichiku Celebrates Its 30th Anniversary

By J. FUKUNISHI

TOKYO—In commemoration of Teichiku Records' 30th anniversary August 21, the firm is now undergoing an all-out reorganization of its production and sales structure. The company invested $180,000 to install seven more pressing machines to step up its monthly productivity from 300,000 to 600,000 units by the end of September, and to modernize the whole production equipment. In the field of sales, the firm decided to devote its full time to enhance sales of Decca, Fonit and other international labels it represents through 70 prominent dealers across the country pursuant to the monthly advices submitted by its International Record Sales Promotion Council.

To back up the realization of this project in key cities, the diskery appointed two salesmen each for Tokyo and Osaka, and one salesman each for Nagoya, Sapporo and Fukuoka to engage in the promotion of international disks, not Japanese exclusively.

I. Kinouye, chief of the International Record Department, and T. Nanko, president, are now in the States to survey the sales policies adopted by various American recording companies.

As one of the commemorative events, the label is to issue three singles of international and Japanese recordings, respectively, by the end of the year, and launch an extensive sales campaign with prizes offered for three months starting January 1, 1964. Another special event to be staged is the new talent contest at Kosei Nenkin Hall September 19.

The winners will be signed by the label for recording, and on the same occasion, authors, composers and singers who served in creating the best selling records for the year will be cited and awarded prizes.

Since Teichiku Records joined the National banner of Matsushita Electric Company, which also owns Nippon Victor Records, a couple of years ago, the disk company has been very active in every facet of the business.

AUSTRALIA

20th Century Has Own Logo

By GEORGE HILDER
19 Todman Ave., Kensington, Sydney, N. S. W.

Festival Records has rights to press and distribute the entire 20th Century-Fox Records catalog in Australia and New Zealand. Releases will feature the new 20th Century-Fox logo. New Zealand distribution will be handled through Festival's accredited licensee, Messers. G. A. Woller & Co., Ltd., of Auckland. Festival chief **Fredrick Marks** also stated that long-term contracts have been finalized with three other American majors, Decca-Coral, ABC-Paramount and Atlantic. All music from "Cleopatra" has been restricted by the Alberts music publishing firm and it is expected to be lifted until a date has been fixed for the opening of the movie. **Stuart Code,** Fox Films publicity director, has said that "Cleopatra" will open in Sydney in September or October and most companies in Sydney are standing by with albums and singles already pressed awaiting the clearance by the publishers to release their records.

Radio Corporation is working in conjunction with the publicity department of Columbia Films for the promotion of "Barabbas." The sound track is on Colpix. The flick is scheduled to open early in September. . . . ARC rereleased the CBS single of "Ballad of Jed Clampett" to tie in with the TV series "The Beverly Hillbillies." . . . Initial orders on CBS's "Camelot" are the biggest of any single album since "My Fair Lady."

The 3UZ Radio Sound Award was given to **Joe Halford,** manager of Castle Music for "Proud of You." **Jay Justin**, who recorded the number for HMV, has been awarded the Artist of the Year prize. The disk was recently released in America on Vee Jay Records. . . . **Lonnie Lee**, under contract to Festival Records, has just completed his latest single for the Leedon label, "Acres of Everything But Love." **Jack Argent** of Leeds Music, reports the take of Trio Music by Belinda Music from Argents firm, Tu-Con. . . . Argent also said that he has acquired **Brenda Lee's** "I Wonder" for Leeds, and "Surf City" for Tu-Con.

It has been reported that the instrumental group **Gerri and the Pacemakers** will tour Australia in November. . . . EMI issued **Bobby Rydell's** single "Forget Him."

Latest LP's include **Felix Slatkin's** Liberty recording of "Hoedown" and MGM's "On Stage Volume 2 **Hank Williams.**" . . . **J. C. Williamson's** will present **Jack Benny** to Australian audiences in February, 1964.

BELGIUM

A.&B. Has Rights To Soul's 'Happy'

By JAN TORFS
Stuivenbergvaart 37, Mechelen

Ardmore and Beechwood, Belgium, got the rights for the Benelux Countries for "If You Wanna Be Happy," by **Jimmy Soul.** A French version of this title was made by **Claude Francois** on Fontana titled "Si tu veux etre heureux." The same publishers also controls the two new tunes, recorded by the English group, **The Tornadoes,** on Decca: "The Cream Man"/"Scales of Justice."

July 8 three French teenagers left Brussels Airport destination, New York. They were the happy winners of a contest, organized by CBS, Music Hall and Radio Luxembourg. First three prizes were: Five days in New York. . . . After successfully launching **Adamo** on the Belgian market, EMI Belgium tried again with another teenager **Christian,** 16, from Binche. EMI, Belgium, new releases are "Candy Girl," by Four Seasons; "Surf City," by Jan and Dean; Tie Me Kangaroo Down, Sport," by **Rolf Harris** and "Je suis trop loin de toi"/"C'est ma fete" by Richard Anthony.

One of the most original stunts to promote a record was done by palette-artist **Will Tura,** who published his private telephone number in the Belgium music magazine Juke Box, inviting all teenagers to phone him to ask any question they wanted. From time to time, Tura exaggerated the truth or lied while answering his fans. Those who caught him at it were awarded a free copy of the disk being promoted, "Je liegt," translated, "You Lie," of course. Fleming singer **Rudi Anthony** made a German disk, "Abschied im regen" for the Decca label.

Local & Anglo-French Talent Dominate Belgian Disk Scene

By JAN TORFS

MECHLEN, Belgium — At one time eight best sellers out of the top 10 records in this country was of U. S. origin. But, since the beginning of this year this situation has been steadily changing. This week, for instance, only three out of the top 10 are U. S. records. Sides by local artists and French and English talent have taken greater prominence.

Only disks by Elvis Presley, Brenda Lee, Roy Orbison, Ray Charles, Paul Anka and two or three others have scored consistently. Occasional hits also been registered by Paul and Paula, Ned Miller and few others from the States. . .

The same kind of shut out has been applied to records from Germany. Where German disk winners like Conny, Peter Kraus, Rex Gildo, and Caterina Valente were consistent sellers in the Flemish region of the country, only Freddy has retained the big-time selling punch.

The last six months has seen surge on the part of record buyers for local talent such as Robert Cogi, Will Tura and Adamo. France and England have shown strong on the charts here with Johnny Hallyday, Richard Anthony, Cliff Richard, the Shadows and a good many others.

The trade here often speculates on the change which has grown over the past six months and feels that the U. S. stars may once again assume the imposing position they once held, but certainly not within the next few months.

BRAZIL

Macambo Label Is Cadence Rep

By MAURICIO QUADRIO
Rua Visconde de Gavea 125, Rio de Janeiro

Mocambo is now representing Cadence, and first releases on this label will be announced in August.

Aliza Kashi in her recent tour in Brazil recorded "A Internacional Aliza Kashi" for Mocambo, also **Soshana Damari** recorded LP "Haifa in Hi-Fi" on Secco label. . . . "Voices in Song and Percussion" with **Hal Mooney** and his orchestra released on Time label. . . . Songstress **Carmelia Alves** waxed album "Vamos Dancar a Bossa Nova." She is now touring in Europe. . . . CBS, looking for new talent, signed up **Roberto Muller** (already has recorded a single, "Que o Mundo Me Condene"), TV star **Vilma Coelho, Army Cordovil** recorded "Ze de Conceicao," and **Neuza Maria** recorded "Al Di La."

Plaza released an LP, "Beguine Solamenet Beguine, Vol. 2," with **Serenata Tropical Orchestra.** . . . Entre label has "Sucessos de Bossa Nova" by various artists. . . . Continental issued "Fly Me to the Moon and the Bossa Nova Pops" with pianist **Joe Harnell**. Also, to be released this month, are original sound tracks "Barrabas" and "Lawrence of Arabia" on Colpix label. . . . Instrumentalist **Poly** will leave for Japan to promote his LP "Poly-Show, Vol. II." . . . Sponsored by Associacao Pro-Arte, German Endres Quartet is touring in various Brazilian States. Also invited by the same association, Maestro **Paul Decker** arrived to conduct the National Symphony Orchestra as part of the Wagner Festival program.

BRITAIN

British Acts Swamp Sullivan

By CHRIS HUTCHINS
News Editor, New Musical Express

Viewers of the "**Ed Sullivan** Show" are in for a big dose of British talent this fall. Ed is currently in Europe and this weekend he telerecords slots with **Cliff Richard** and the **Shadows,**

PAT BOONE takes time off from filming "Never Put It in Writing" for Seven Arts. Standing on a rented bicycle, he watches the Irish Lawn Tennis Championships at Fitzwilliam, Dublin.

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Here is the broadcast schedule used by the powerful transmitters of Radio New York Worldwide (WRUL). Clip this list and keep it near your short-wave radio, and listen each week to Billboard on the air!

WORLDWIDE RECORD PREVIEW (Billboard Singles Spotlights)
Wednesdays, 1 p.m. EDT (1700 GMT) and 2 p.m. EDT (1800 GMT): 15.385, 15.44, 17.17, 17.83 mc.
Wednesdays, 7 p.m. EDT (2300 GMT) and 8 p.m. EDT (0000 GMT): 15.44, 17.83 mc.

WORLDWIDE ALBUM PREVIEW (Billboard Album Spotlights)
Mondays, 3 p.m. EDT (1900 GMT): 15.385, 15.44, 17.17, 17.83 mc.
Mondays, 8 p.m. EDT (0000 GMT): 15.44, 17.83 mc.

WORLDWIDE HIT PARADE (Billboard Hot 100)
Fridays, 1 p.m. EDT (1700 GMT): 15.385, 15.44, 17.17, 17.83 mc.
Fridays, 7 p.m. EDT (2300 GMT): 15.44, 17.83 mc.
Saturdays, 10 a.m. EDT (1400 GMT): 11.955, 15.295, 17.76, 17.83 mc.
Saturdays, 6 p.m. EDT (2200 GMT): 15.44, 17.83 mc.

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PETULA CLARK, British canary, was honored recently with the Grand Prix du Disque by the French Disc Academy for the two-million sale of her "Monsieur." The award is being presented by M. Le Boussier, Academy head.

Frank Ifield, the **Dallas Boys, Margo Henderson,** probably **Kenny Ball** and others at a London studio for his show.

Ed gave me details of his schedule in London two weeks ago, shortly after he had arrived from New York. His first assignment here was to tape **Richard Burton** and also **Peter O'Toole** who—like Richard, the Shadows and Ifield—was included in the complete program which Sullivan made here in March.

EMI is celebrating exceptional success over the first six months of this year—the first period of such length in which no U. S. artist has had a disk in the No. 1 slot! In the 26 weeks EMI had the No. 1 place on all but four weeks (when Decca's **Jet Harris** and **Tony Meehan** were at the top with "Diamonds").

EMI artists who held the coveted top position were Cliff Richard, the Shadows, Frank Ifield, the **Beatles, Gerri** and the **Pacemakers** and **Billy J. Kramer.**

Tonight (3) BBC-TV screens one of the American **"Andy Williams** Show" series as a special holiday attraction. Featuring **Sammy Davis,** it is also something of a consolation from the BBC for the news that Davis will not be here to do another live show for the corporation on September 1 as had been planned. Davis is not expected now until next January when he is due to star in "Golden Boy" here for six months prior to its Broadway opening.

A BBC radio survey shows that the number of people able to listen to radio here rose by half a million to 46,600,000 between April and June this year. It also shows that daytime listening was on the increase with an average audience for any one show of 3,630,000.

Orchestra leader **George Melachrino**—a particularly big album seller in the U. S.—was rushed unconscious to a hospital in the south of England after being taken ill at his hotel.

Sharing host duties with **Sir Laurence Olivier** in a spectacular charity show at the London Palladium, **Elizabeth Taylor** had to shake hands with and introduce a number of stars, including Richard Burton!

Visitors

Chubby Checker is due here from the continent on Monday for just a few unexpected concerts and TV appearances. Originally he was only scheduled for Ireland and Europe this trip.

Promoter **Don Arden** has booked **Bo Diddley** for his 30-night package starring the **Everly Brothers** which starts September 29. For **Phil Solomons, Johnny Cash** is now set for a two-week Irish trek from October 7 with two dates in England at the end. **Dee Dee Sharp** is due October 19 for four weeks of ballroom and theater dates for the **George Cooper** organization.

Exportwise, we'll be sending **Mantovani** back to America for his eighth tour from September 26. His concerts (with an American ork and five British musicians) will last 10 weeks.

Decca's **Billy Fury** will undertake his first Continental tour in January. Lasting four weeks, it will take in visits to France, Belgium, Holland, Germany, Sweden and Denmark.

Record Business

The Beatles have staggered the pop market again. Only four days after its release their first EP, "Twist and Shout," sold 150,000 copies despite the fact that two singles featuring the same title were already established in the chart.

Another group which is notching up big sales here, Pye's the **Searchers,** is featured on an LP recorded live by German Philips at the Star Club in Hamburg. Philips will issue the album here in October. The Searchers' debut hit, "Sweets for My Sweet," gets U. S. release on Philips.

CANADA

Dick Clark Breaks Jinx

By DEAN WALKER
57 Yorkminster Road,
Willowdale, Ont.

Art Snider, head of Canatel Records, tied up traffic on Toronto's downtown Yonge Street with a promotion for "Lemonade," a fast rising single by local singer **Johnny "K".** Snider, the **Allen Sisters** and the artist (real name **Johnny Koopmans)** parked in a no-stopping zone close by two major record outlets and distributed seven quarts of lemonade in the 87-degree weather.

A publicity photographer, ready to record the handing over of the inevitable parking ticket, was disappointed. The police were most co-operative and even drank some lemonade! The song is currently rising on CHUM charts in Toronto, the most important of the formula stations, as well as on many throughout the province. In the U. S. the tune is on London.

Dick Clark broke the jinx at Maple Leaf Gardens. The giant 14,000-seat auditorium has been the kiss of death for touring road shows, with an average attendance of between 3,000 and 5,000 in recent years. Last week, with **Gene Pitney** getting all the cheers, Clark packed in 10,500 teen-agers. Dancing and a single admission price ($1.50), plus strong promotion, turned the luck. Clark's radio show is carried in Toronto on CHUM.

The **Tommy Dorsey** band, led by **Sam Donahue,** also played the Gardens and bombed out, with an audience of less than 1,000. Press reaction wasn't enthusiastic either.

Adam Timoon, one-time Canadian rock and roll wonder boy, is making a comeback. After playing locally in several key rooms, he is to record two titles for a new enterprise, Discus Records. Both tunes are by Toronto musicians; release date is set for early September.

Orillian's Mariposa Folk Festival, to be held early in August for the third time, expects 20,000 to attend the three concerts planned. All artists are Canadian and include **Ian and Sylvia, Bonnie Dobson** and the **Travelers.**

While the Folk Festival prospers, Toronto folk clubs appear in trouble. There are strong rumors that the Fifth Peg, now closed for a summer recess, will not reopen. **Shelley Abrams,** owner of the Village Corner, told a local newspaperman: "We're barely hanging on here."

CFGM, Richmond Hill, is the first Toronto area station to switch to a c.&w. format. Reaction so far has been good, and ratings are "encouraging," to quote station personnel.

EIRE

Price Boost No Problem to I.R.F.

By KEN STEWART
Irish Times, Ltd., Dublin

A spokesman for Irish Record Factors, Ltd., told Billboard that recent British price increases will not be reflected here on labels handled by the firm. Other distributors have yet to announce their position in the matter.

An Irish musical, "Carrie," by **Wesley Burrowes** and **James Douglas,** will have its world premiere at the Olympia, Dublin, during the city's theater festival in September. . . . "Cyclone," the first Vocalion release by the **Dixielanders,** is beginning to move well in country areas and has reached No. 1 on Cork's hit parade. Unusually keen reaction is due largely to widespread press advertising and strategically placed radio airings. . . . Northern Ireland singer **Cloda Rogers** will represent Great Britain in a European song contest in Belgium this month. Her third Decca single, "To Give My Love to You," was issuel by Solomon & Peres. . . . **Thomas Manahan,** chief of Irish Record Factors, Ltd., flew to London for business talks. . . . **Fred Astaire** arrived for a short vacation.

GERMANY

JFK's German Visit on Wax

By CHRISTIAN TOERSLEFF
48 Uhlenhorster Weg
Hamburg 22

Deutsche Grammophon and Philips released an LP about President Kennedy's visit in Germany, with cuts of his talks in Cologne, Bonn, Frankfurt and Berlin.

The Wagner-Festival at Bayreuth opened July 23 with a performance of Beethoven's Ninth Symphony, conducted by **Karl Boehm.** Among the soloists were the U. S. singers **Grace Bumbry** and **Jess Thomas.**

Radio station Bayerischer Rundfunk at Munich plans an International Festival of Light Music from October 24-27 with concerts and transmissions of modern light music. **Alfred Schroeter,** manager of the festival, invited several German and foreign radio stations.

The voice of **Pope John XXIII** is on a new LP presented by Ariola.

Promotion manager **Sabine**

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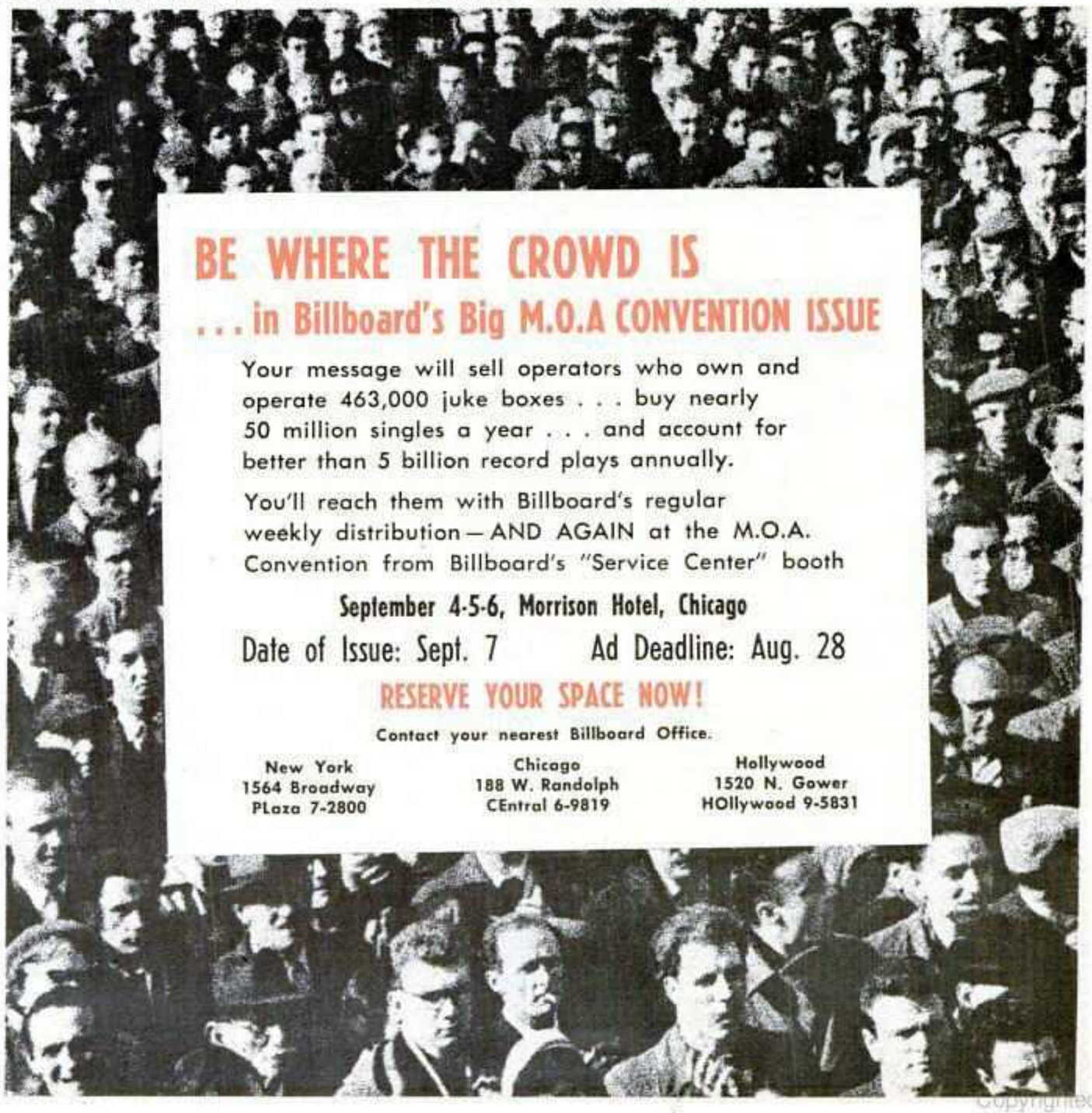
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Specht, of **Heino Gaze's** publishing firm, Song Edition, plans a second trip to the States the end of this year to interest U. S. publishers and record firms in English versions of Gaze titles.

Some 222 subscribers will participate in the 12th International Music Competition of the West German radio stations at Munich from September 3-20. The young artists will come from 32 countries and will perform on piano, violoncello, trumpet, and as singers.

A new single with singer **Freddy Quinn** is out; "La mich noch einmal in die Ferne" and "Allein wie Du" with music by **Lotar Olias** (Polydor).

HOLLAND

Dutch Youth Orchestra Tour

By SKIP VOOGD
Editor "Platennieuws"
Joh. Camphuysstr. 189,
The Hague

The Dutch national youth orchestra, Youth and Music, left July 12 for a 10-day tour of Britain at the invitation of the Education Department of the Essex County Council. The 85-strong orchestra, whose members are 17 years old on an average, will give concerts in Chelmsford, Leyton, Barking and Cambridge. On July 18, the orchestra was received by the Netherlands Ambassador in London and attended a performance by the Festival Ballet at the Royal Festival Hall in London. In September, 1964, the Essex Youth Orchestra will make a tour of Holland.

An international jury presided over by the Dutchman **Leen van 't Hart** has granted the first prize of the Fifth International Carillonneurs' Contest in Hilversum to **Piet van den Broek** of Malines, Belgium. It was the second time for **Van den Broek** to win the first prize in the contest, held as part of the Holland Festival. Carillonneurs from the Netherlands, Belgium and the United States took part in this year's contest.

Artone's **John James Vis** reports that the diskery currently has several strong items among the local Top 30. Chart-news concerns: **Angelo Biondi's** "Buona Notte Bambino" (Artone) the original version, **Bobby Rydell's** "Loop de Loop" (Cameo-Parkway), **Ray Charles'** "Take These Chains From My Heart" (ABC Paramount), the **Regento Stars'** "Oh, Donna Clara" (Tivoli), **Will Tura's** "Eenzaam Zonder Jou" (Palette), **Fats Domino's** "There Goes My Heart Again" (ABC Paramount) and **James Gilreath's** "Little Band of Gold" (Joy, released on the Funckler label here).

Because of **James Gilreath's** breaking through with "Little Band of Gold" **Pete Felleman** of Artone's subsid Funckler Records released the first recording by the trumpet behind the Gilreath vocal-etching, **John Mahalic,** who delivers his typical trumpet-stylings on "Red Wing" and "Cotton Fields" (Joy). Sides should follow up on the success of "Little Band."

Artone's subsid Funckler Records rush-released the **Essex** Roulette recording of "Easier Said Than Done" the week it hit the top of the Billboard-chart. Initial response shows strong signs of future chart movement. Likewise **Dinah Washington's** "Soulville," also on Roulette and introduced to the record-buying public via local TV, has started to score.

The sensational **Sinatra-Basie** Reprise-album is receiving lots of attention in the Benelux countries, articles appeared in nearly all leading periodicals concerning the set. Scheduled for release is a new Reprise single by Frank's daughter **Nancy,** who scored high with "Like I Do" iin Benelux last year.

The **Torero's** is the name of a new group of top-artists from many different groups. With their first RCA single "Surfside," they proved that in the Netherlands as well, surfing is bound to become very popular.

ISRAEL

Seek Brothers Four in 'Peking'

By AZARIA RAPOPORT
73, Ahad Haam st., Tel Aviv

The movie "55 Days in Peking," showing here at last, is enjoying an audience of youngsters admiring the spectacle but complaining that they haven't seen nor heard their favorite recording by the **Brothers Four** of either the title song or the other tune from the film. "Summer Holiday" is doing very good business since publicity and word-of-mouth have heralded **Cliff Richard** singing such hits as the title song and "Bachelor Boy."

Druzba (Friendship) is a Bulgarian State group of folk dancers, vocalists and instrumental trio numbering about 50. This group, plus an international variety show from Greece and a Yugoslav singing quartet are all touring the country and some have appeared at the Tel Aviv Youthville, a summer amusement park. . . . **Luk Romann** (Fontana), looking like **Aznavour,** is enjoying a successful night club engagement at the Omar Khayam. **Les Hommes,** the French male septet, is crowding them into the Tel Aviv Adria. . . . **Ran Eliran** (Vanguard) arrived for a stay. He has based himself during the last four years in the United States.

ITALY

Forged Disks Startle Italy

By SAM'L STEINMAN
Piazza S. Anselmo 1, Rome

A full-fledged investigation of forged pressings of best selling disks is under way as the result of a discovery which indicates as many as 50,000 false versions of "Heart!" RCA record by **Rita Pavone,** which has been heading the sales lists, have been put on the market. While many forgeries go undiscovered, this one came to light through a slight imperfection in the master from which they were printed. RCA has requested judicial intervention, and an investigation of the source of the disks is now under way.

When the news breaks it may very well mean the end of a ring which has been profiting through falsification of best sellers in Italy in considerable numbers.

Even French songs undergo title changes when they come forth in Italy. **Richard Anthony** has recorded "For This Time" ("Give Me a Chance") and "And the Train Leaves" ("I Hear the Train Whistle") for Pathe. . . . **Neil Sedaka** is touring 13 Italian resort cities in 15 days in addition to recording additional tunes in Italian for RCA. One of his Italian disks is on the top five of the summer lists. . . . Durium has come up with the first "LP for the Summer" with the hit recordings of **Los Marcellos Ferial.** Sames label has issued the Titanus LP of "The Leopard," which 20th-Fox will issue throughout world this fall. . . . **Betty Curtis** back after TV program in Hamburg. . . . Studio I will appear on TV for the fourth year running this fall with new guest artists. Permanent names will be **Cetra Quartet** and the **Kessler Twins.** . . . **Gianni Sanjust,** one of the new CBS Italian recording voices, was top clarinetist before turning to vocal recordings. . . . **Nini Rosso** whose trombone started the current vogue for the instrument on Italian records has come up with "Bum-Bum" with the **Franco Pisano** orchestra on Sprint. . . . 11th Neapolitan Song Festival will take place during October. Competing numbers will be selected from a group of 64 which radio listeners will hear during September under new formula. . . . Fonit which scored recently with an LP of Venetian songs has come forth with three new 45's featuring the voices of **Gianni Casciello** and **Lino Toffolo** who are their entries in this year's Venice festival. . . . Voce del Padrone has issued "Great Picture Sounds" with six U. S. conductors in 14 themes. . . . **Otto Klemperer** leads the London Philharmonic in a Columbia version of "Threepenny Opera." . . . Latest song competition at Rimini had top names singing songs by outstanding composer with lyrics by journalists who are usually on the critical side of the business. . . . **Vinicio's** "Tango Paulista" introduces the plug in a big way, using the name of an Italian coffee brand and its trademark for the disk jacket. . . . Graz, lots!

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JAPAN

Hawaiian LP's Big In Japan

By J. Fukunishi
108 Kakinokizaka,
Meguroku, Tokyo

The Tokyo Shimbun newspaper reported as the July best sellers here. Popular: 1 "Sunlight Twist" (**Gianni Mollardi**-Philips); 2 "Hey Paula" (**Paul and Paula**-Philips); 3 "Rhythm of the Rain" (**Cascades**-Warner Bros.); 4 "Where the Boys Are" (**Connie Francis**-MGM); 5 "I Will Follow Him" (**Little Peggy March**-RCA). Classical: 1 **Saint-Saens** "Symphony No. 3" (**Ansermet-Swiss Romande**-London); 2 **Mahler** "Symphony No. 1" (**Leinsdorf - Boston Symphony**-RCA); 3 **Dvorak** "Symphony No. 5, New World" (**Bernstein-New York Philharmonic**-CBS); 4 **Wagner "Siegfried" (Hotter, Sutherland** and others, **Sorti-Vienna Philharmonic**-London); 5 **Beethoven** "Complete Symphonies" (**Karajan-Berlin Philharmonic** - Deutsche Grammophon). . . . **R. Machijiri,** president of King Records, affiliate of London, Telefunken and others, left for Southeast Asian countries July 10 accompanied by **M. Maruyama,** chief of international operations, for a market survey. . . . Nippon Victor released a stereo album, **"Ives Montand** Recital 66." It is the on-the-spot recording of his performances at L'Etoile, Paris, November 15, 1962, embodying 13 selections beginning with "I Love Paris." This could do well because Montand received an ovation when he was here last year. . . . This summer nearly 100 albums and singles of Hawaiian music (approximately 30 labels) are hitting the Japanese market. Hawaiian boom has evidently been caused by a series of visiting Hawaiian bands and choruses, the introduction of Tahitian "Tamure" and numerous Japanese movies being shot in the Aloha land with Japanese actors and actresses jetting to the islands.

Julian (Cannonball) Adderly Sixtet's plane arrived 4:20 p.m. July 6 and they rushed straight to the Kosei Nenkin Hall guided by a police patrol car. "Jessica's Wedding," "Brother John," "Primitivo" and other modern numbers were received with stamping feet and screams. . . . **Kyu Sakamoto,** of "Sukiyaki," is leaving for the States August 20 at the invitation of **Glenn Wallichs** Capitol Records' chairman to appear in two TV programs. He is also booked for month's concert tour in Uncle Sam's land from the end of September. . . . **George Lewis and His New Orleans Jazz All-Stars** are expected to arrive August 17 for an across-the-country tour under the sponsorship of Kyodo Kikaku Enterprises. Trumpeter-singer **Punch Miller,** 70 years old, is among its members. The first concert will take place at Kosei Nenkin Hall August 21, with local performances following. Nippon Victor is marketing the group's album under the logo of Riverside in conjunction with their visit. A steel band is arriving from Trinidad July 27. This is the first chance for Japanese people to hear and enjoy live performances of steel band and limbo. In Tokyo the band gives one concert at Kosei Nenkin Hall July 30 and appears one week at Golden Akasaka, and holds another concert at Hibiya Amphitheater August 16. . . . **I. George,** top Japanese singer, left for Honolulu July 8 to give one-week performance at Royal Hawaiian Hotel. Then he is to proceed to New York to arrange his recital at Carnegie Hall to be held this autumn.

POLAND

Pre-War Records All the Rage

By ROMAN WASCHKO
Glogera 4, Warsaw 22

A current craze in Poland is for old disks from the period between the two World Wars. Old recordings from the '30's are being reissued and they are selling like hot cakes.

This year Polish recording films will issue 5 million disks—both light and serious music. The number of Polish disks put on the market increases year by year. Back in 1949 311,000 disks were made; by 1958 the figure was 2,769,000, and in 1960 at was 7,274,000. This year 900 minutes of serious music and 750 minutes of light music will be recorded. Sales of disks is also increasing. In 1962 160 million zloties worth of disks were sold — mainly pop numbers. Serious music takes about 7 per cent of the over-all figure of disks produced.

As usual, the United States Pavillion was one of the largest at this year's Poznan International Trade Fair held at the beginning of June. On display in the Pavillion was a disk shop with latest recordings and musical instruments. Poland bought $48,000 worth of recordings from the United States. The instruments are for Polish symphony orchestras.

SWEDEN

3 Disk Firms Form Distrib

By HENRY FOX
Kungsgatan 56, Stockholm

Three record companies, Metronome, Sonet and Knappupp have joined in a new distribution set-up, GDC, Grammofonbolagens Distributionscentral AB. The president of the company will be **Eddie Landqvist** located in Stockholm.

The musical "Teenagerlove," which was such a big hit in Copenhagen, will open here in September. The leading roles will be played by **Jarl Kulle** and **Gertrud Fridh.** . . . **Lill Babs** has imported a group from the U. S. A. for her summer show. They are the **Prophets.**

Grona Lund, the big amusement park, will present **Anita O'Day, Josh White, Alice Babs, Count Basie** and the **Spotnicks** this summer. Some of them will from there go on tour in Folkets Parker all over Sweden. . . . **John Leyton** was here for TV. He has a new record out this week. Other new releases are by **Barbara Lewis** "Hello Stranger" and **Doris Troy** "Just One Look" on Atlantic and the **Streaplers** "Thank You, Lucky Star," on HMV. On Polydor **KOR 6** have recorded "Flickorna i Stockholm" (The Girls in Stockholm) and **Nilla** singing "Uski Paruski."

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1	4	FINGERTIPS (Part II)	By Paul-Cosby—Published by Jobete (BMI)	5
2	3	SO MUCH IN LOVE	By Jackson-Joseph-Williams—Published by Cameo-Parkway (BMI)	6
3	1	SURF CITY	By Berry-Wilson—Published by Screen Gems-Columbia (BMI)	7
4	2	EASIER SAID THAN DONE	By Linton-Huff—Published by Nom (BMI)	7
5	8	(You're the) DEVIL IN DISGUISE	By Giant-Baum-Kaye—Published by Presley (BMI)	4
6	6	WIPE OUT	By Surfaris—Published by Miraleste-Robin Hood (BMI)	5
7	9	BLOWIN' IN THE WIND	By Dylan—Published by Witmark (ASCAP)	3
8	5	TIE ME KANGAROO DOWN, SPORT	By Harris—Published by Beechwood (BMI)	7
9	12	JUDY'S TURN TO CRY	By Ross-Lewis—Published by Glamorous (ASCAP)	3
10	7	MEMPHIS	By Berry—Published by Arc (BMI)	7
11	10	JUST ONE LOOK	By Carroll-Payne—Published by Premier (BMI)	5
12	18	CANDY GIRL	By Santos—Published by Saturday-Gavadima (ASCAP)	2
13	14	HOPELESS	By Pomus-Jeffreys—Published by Brenner (BMI)	4
14	11	NOT ME	By Anderson-Guida—Published by Rock Masters (BMI)	5
15	16	RING OF FIRE	By Carter-Kilgore—Published by Painted Desert (BMI)	5
16	20	DETROIT CITY	By Dill-Tillis—Published by Cedarwood (BMI)	4
17	17	PRIDE AND JOY	By Whitfield-Gaye-Stevenson—Published by Jobete (BMI)	6
18	13	SUKIYAKI	By Ei-Nakamura—Published by Beechwood (BMI)	11
19	15	BLUE ON BLUE	By David-Bacharach—Published by Famous (ASCAP)	10
20	30	MORE	By Ortolani-Olivero—Published by Marks (BMI)	2
21	24	TILL THEN	By Wood-Marcus-Seiler—Published by Pickwick (ASCAP)	2
22	—	GREEN, GREEN	By McGuire-Sparks—Published by New Christy (BMI)	1
23	29	ABILENE	By Loudermilk—Published by Acuff-Rose (BMI)	2
24	28	DENISE	By Levenson—Published by Bright-Tunes (BMI)	2
25	—	MY WHOLE WORLD IS FALLING DOWN	By Crutchfield-Anderson—Published by Champion-Moss Rose (BMI)	1
26	23	NO ONE	By Pomus-Shuman—Published by Hill & Range (BMI)	4
27	25	MY TRUE CONFESSION	By Stevens Singleton—Published by Lowery (BMI)	3
28	—	MOCKINGBIRD	By C. & I. Foxx—Published by Saturn (BMI)	1
29	—	TRUE LOVE NEVER RUNS SMOOTH	By David-Bacharach—Published by Arch (ASCAP)	1
30	27	DON'T SAY GOODNIGHT AND MEAN GOODBYE	By Partee-DiAngelis—Published by Maggie (BMI)	2

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. **FINGERTIPS (Part II) — Little Stevie Wonder, Tamla 54080.**
2. **SO MUCH IN LOVE—Tymes, Parkway 781.**
3. **SURF CITY — Jan & Dean, Liberty 55580.**
4. **EASIER SAID THAN DONE—Essex, Roulette 4494.**
5. **(You're the) DEVIL IN DISGUISE—Elvis Presley, RCA Victor 8188.**
6. **WIPE OUT — Safaris, Dot 16479.**
7. **BLOWIN' IN THE WIND** — Chad Mitchell Trio, Kapp, 510; **Peter, Paul & Mary, Warner Bros. 5368.**
8. **TIE ME KANGAROO DOWN, SPORT**—Pat Boone, Dot 16494; **Rolf Harris, Epic 9596;** Slim Dusty & His Bushlanders, King 5778.
9. **JUDY'S TURN TO CRY—Lesley Gore, Mercury 72143.**
10. **MEMPHIS — Lonnie Mack, Fraternity 906;** Dan-Dees, Vest 8002.
11. **JUST ONE LOOK—Doris Troy, Atlantic 2188;** Andy & the Marglows, Liberty 55570.
12. **CANDY GIRL—4 Seasons, Vee Jay 539.**
13. **HOPELESS — Andy Williams, Columbia 42784.**
14. **NOT ME** — Gary (U.S.) Bonds, LeGrand 1005; **Orlons, Cameo 257.**
15. **RING OF FIRE**—Anita Carter, Mercury 72073; **Johnny Cash, Columbia 42788.**
16. **DETROIT CITY — Bobby Bare, RCA Victor 8183.**
17. **PRIDE AND JOY — Marvin Gaye, Tamla 54079.**
18. **SUKIYAKI**—Earl Grant, Decca 25607; **Kyu Sakamoto, Capitol 4945;** Billy Vaughn, Dot 16484; Mosako, Mahalo 1013; T. Pott, Mahalo 1010; Clyde Beavers, Tempwood 1044.
19. **BLUE ON BLUE—Bobby Vinton, Epic 9593.**
20. **MORE**—Vic Dana, Dolton 81; Martin Denny, Liberty 55571; Clebanoff Strings, Mercury 72151; Earl Grant, Decca 25607; Steve Lawrence, Columbia 42795; Riz Ortolani & His Ork, United Artists 598; Robin Randal, Dery 10018; Katyna Ranieri, London 10027; Della Reese, RCA Victor 8187; Clark Terry & Ben Webster, Cameo 262; Danny Williams, United Artists 601; **Kai Winding, Verve 10295.**
21. **TILL THEN — Classics, Music Note 1116.**
22. **GREEN, GREEN—New Christy Minstrels, Columbia 42805.**
23. **ABILENE — George Hamilton IV, RCA Victor 8181.**
24. **DENISE—Randy & the Rainbows, Rust 5059.**
25. **MY WHOLE WORLD IS FALLING DOWN—Brenda Lee, Decca 31510.**
26. **NO ONE—Ray Charles, ABC-Paramount 10453.**
27. **MY TRUE CONFESSION — Brook Benton, Mercury 72135.**
28. **MOCKINGBIRD — Inez Foxx, Symbol 919.**
29. **TRUE LOVE NEVER RUN SMOOTH—Gene Pitney, Musico 1032.**
30. **DON'T SAY GOODNIGHT AND MEAN GOODBYE—Shirelles, Scepter 1255.**

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'Hootenanny' Bandwagon Keeps Rolling On

Radio-TV PROGRAMMING

• READY-TO-GO PROGRAMMING • VOX JOX
• PROGRAMMING NEWSLETTER

programming newsletter

By BILL GAVIN •

Billboard Contributing Editor • Publisher, Bill Gavin's Record Report, 114 Sansom St., San Francisco.

RECENTLY I HAD the pleasure of addressing a group of record distributors on the subject of promotion. Most of these men had been in the business for many years, had done very well at it, and probably knew more about the techniques and problems of record promotion than I could ever possibly learn. Yet that's what they wanted me to talk about, and this is—in part—what I said.

Independent distributors have seen lots of changes in their business during the past 13 years. The biggest change, I think you'll agree, is that where it used to be small business, it's now big business. Your share in the total volume of singles sales has grown enormously. Your profits have been in proportion.

In the early days, the independent distributor usually handled his own promotion. He knew his product, and could talk intelligently about it. He knew radio people and was familiar with the main problems of broadcasting. When he walked into a radio station, or a store, he was a respected symbol of his distributorship.

NOW THAT MANY independent distributors have grown to such a large estate, they hire promotion people to represent them. These promo men are given one primary job: get the air play. Just how this is to be accomplished is all too often left to the discretion of the employee. I say "all too often" because many times the practices of promo men do not fairly represent the policies of their employers.

Too many promotion people don't know their product. They can tell you where it is being picked and played and listed, but they are woefully unaware of sales or request action. Their stock in trade is made up of remarks like: It's No. 89 in the Billboard this week; it was a battle winner for Murray (the K); or even, it's in Bill Gavin's "Hot Twenty." The fact that it may be already an established hit in Detroit, Atlanta and Seattle is totally unknown to them.

ANOTHER GLARING FLAW in promotion is failure to follow up the air play with useful information. It is assumed that if the record is selling, the stores will report it to the station. Eventually they do, but it may take time. In the meantime the key station may drop it from the playlist. It should be the responsibility of the promo man to inform the stations of any significant sales on his new records on their list. Not only does this help keep the record on the air, but it encourages the DJ's to program it more frequently.

Too many promo men ignore request action. This is certainly not true in the Boston area, where the tabulated phono requests at WORC-Worcester are usually an accurate forecast of big sales to follow. And it seems now that here in Southern California, promo men are becoming aware of the requests on the Wink Martindale show on KFWB. In most of the country, promoters continue to ignore anything except the hard facts of sales—if, indeed, they are aware of that.

LIAISON BETWEEN AIR PLAY and merchandising sometimes falls into the chasm of ignornace lying between promotion and sales, and is lost. It is the promo man's job to see that all stores know about his new records that are getting air play. Many sales are lost because the retailers had no reason to suspect that certain items should be in stock. Perhaps your promo men don't contact the stores. Then it is up to your organization to convey this information in the fastest way possible.

As you are quite aware, the economics of broadcasting limits the number of top 40 stations in a market. Detroit, Atlanta and New York are the only cities I know about where three top 40 stations are in competition. In all other cities there are only one or two. Not only that, but there is a tendency in some stations toward the shorter playlist. Opportunities for exposure of new product have become more restricted. This is a tough problem for your promo men to solve. To make matters worse, there is usually just one person at each station who decides the fate of your records. His good will seems essential, and you expect your promotion people to maintain it. Many times they simply don't know how.

GOOD WILL IS NOT built on flattery. Or drinks. Or lunches and dinners. It is built only on mutual respect. Your promo man, as your personal representative, is doing you a dis-service when he becomes a pussy-footing yes man to a program director, music director or disk jockey. You yourselves, as business men, would never stoop to some of the fawning servility that some of your employees indulge in on your behalf.

Promotion is a highly respectable calling. Record distribution is a highly respectable business. The character and practices of your promotion men are symbols of your distributorship. It is my

(Continued on page 40)

Folk Style Sing Alongs Spark Summer

By GIL FAGGEN

NEW YORK—Hootenannies are no longer "just happening" on the North American radio and TV scene, they're a programming fait accompli.

Billboard pointed out back in May that dozens of stations have adopted the folk-sing-a-long as a part of their programming. Since then scores more have joined the folknik trend.

Among the first to lead the way was Mitch Michaels of WABY, Albany, N. Y., who schedules "Hootenanny Hits" as a regular part of his show as well as throughout the day.

Another pioneer is WNAC, Boston, which added a music show every Saturday afternoon entitled "Saturday Americana, Your Weekend Hootenanny," hosted by Jim Dixon.

Jumping on the bandwagon with one of the most positive programming approaches to "hootenanny" music is WCPO, Cincinnati, which abandons on July 29 its "good music" policy in favor of a plunge into 100 per cent "hootenanny" programming—24 hours a day. (See story this page).

Among the other stations entering the field is WNHC, New Haven, which inauguarated a "hootenanny" as a 30-minute segment of the Tiny Markle 2 to 6 p.m. stanza on the station. WNHC's program director, Jack Lazare is capitalizing on

(Continued on page 40)

WCPO 100% Hootenanny

CINCINNATI — WCPO Radio here inaugurates a new formula of all-folk music around the clock, seven days a week, starting Monday (29).

Mort C. Watters, vice-president and general manager of all Scripps-Howard stations, and Robert D. Gordon, assistant general manager of the WCPO stations, in making the announcement said that the new seg, to be known as "Summer Hootenanny," offers a new departure in radio programming, with WCPO becoming the first radio station in the country to offer folk music on a full-time basis.

The new formula will be given heavy promotion via WCPO radio and television, newspapers and promotional gimmicks in area shopping and residential sectors, Gordon stated. It is also planned to plant the hootenanny idea in WCPO-TV at regular intervals, using local folk groups in the live programming.

In commenting on the formula change Bill Dawes, WCPO program director, stated: "The recording industry for several years has undergone a metamorphosis during which time the top selling records in the country seemed to be completely devoid of anything resembling musical taste or talent—ofttimes distasteful to a point of being offensive. We at WCPO Radio are certainly not going to knock it. We intend to smother it with our 'Summer Hootenanny' idea."

BREAK COLOR LINE

WBBM Signs Lurlean Hunter to Live Show

CHICAGO — WBBM radio last week added Lurlean Hunter to the staff of its all-live Music Wagon Show, first Negro performer ever to be hired by the large Columbia Broadcasting System-owned-and-operated station here.

A spokesman for the station said the hiring represented a major policy move originating at the network level. WBBM has had few Negroes in its television operation and none in radio.

The station also issued a general personnel directive aimed against discrimination of any kind in its hiring practices. The directive would be especially applicable for clerical, administrative and production positions.

Miss Hunter received her on-the-air audition during a recent broadcast made by WBBM at the International Trade Fair in McCormick Place here. She replaces Carole March, currently the feature vocalist on the show.

Miss Hunter has recorded for RCA Victor and Atlantic but is not now under contract. She is an active performer, particularly popular in Chicago area clubs.

The addition of Miss Hunter gives WBBM a complete change of vocal personnel for its all-live Music Wagon show. Only Mal Bellairs, veteran emsee, host and general station patriarch, remains unchanged.

New talent includes Bob Glaze, former University of Indiana student who also auditioned with Miss Hunter at the Trade Fair, Penny Pryor, Bill Lawrence and the Arbors. All have been added to the WBBM roster since last May.

The station indicated that the additions emphasized WBBM's continued and growing confidence in presenting live music as a standard portion of its programming schedule. WBBM is currently the most active programmer of live music in the country.

The station is also planning to step up the number of remote broadcasts for Music Wagon. In addition to the recent

(Continued on page 40)

SESAC, WQIZ IN LICENSING HASSLES

NEW YORK — The latest embroilment over music performance licenses came to the fore last week with Clarence Jones, owner of WQIZ, St. George, S. C., filing complaints with several federal agencies.

Jones claimed that SESAC threatened to sue the station for $4,200 unless the station signed a five-year, $20-a-month licensing contract after WQIZ was spot-checked for a month and found to be programming at least 17 SESAC songs.

SESAC, a 32-year vet in the music licensing field, told Billboard that the purpose of spot-checking WQIZ or any other non-SESAC licensed station is to graphically indicate to them that they are using SESAC music and the necessity of obtaining a license to do so.

SESAC's published fees are uniform and based on station wattage, hours of operation and size of market. The normal station contract runs for five years with a "null and void" clause available if a station should cease broadcast operations for any reason before the expiration of the contract.

"SESAC's policy has never been to in any way threaten stations with lawsuits for infringement in order to obtain a performance license," said W. F. Meyer, station relations director for SESAC.

SESAC has not initiated a performance license suit against a radio station in 15 years, according to Myers.

"We are not being investigated by any federal agency. If one should be initiated, we will meet the inquiry with facts," Meyer said.

WCPO PERSONALITIES (left to right): Jim Dandy, Bill Burns (with banjo), P. D. Bill Dawes (bass), Myles Foland and Dick Provost strike a pose in conjunction with the station going 24-hour across-the-board "Hootenanny." Is that imported Kentucky bluegrass?

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'Hootenanny' Bandwagon Keeps A-Rolling Along

• Continued from page 39

the relationship of "fun at the beach," with "hootenannies"—a common occurance on many of the nation's beaches this season.

Larry Daniels, program director at KUZZ, Bakersfield, Calif., reports a tremendous acceptance among listeners to his station's full hour of folk and bluegrass music programmed every evening. The show was kicked off last month.

Live Performance

Two Group W stations have entered the hootenanny scene in a big way. "Leeny's Hootenanny" with folk singer Ailene Goodman is aired as a regular weekly feature on KDKA's "Program PM" in Pittsburgh.

Each program is built around a folk song theme such as prison songs, work songs, Irish songs. During each program, Ailene sings songs which illustrate the weekly theme and presents well-known singers in recorded versions of famous folk songs.

In June, WINS began a series of Wednesday night "hootenannies" featuring leading instrumental and vocal artists. Hosted by Jim Gordon, the show is presented on the first half hour of "Program PM's" regular Wednesday night "On the Town" format.

The programs, which emanate live before SRO crowds in Palisades Amusement Park in New Jersey have showcased such folk artists as Oscar Brand, the Tarriers, Mike Settle, and the Rooftop Singers, to name a few.

Other new "hoots" are being aired by WIMA, Lima, O., emseed by Bob Cosart; WMRT, Lansing, Mich., hosted on Saturday nights by Gordie McGraw; KHJ, Hollywood, Calif., chaired by Mike Jackson and KIKK, Houston.

A "Hootenanny" for the benefit of the "Jimmy Fund" Children's Hospital for Cancer Research was held recently by WBZ Radio, Boston with more than 30,000 in attendance.

TV Hootenannies

Radio does not have a monopoly on the "hootenanny" either.

WFAA-TV, Dallas, Tex., recently held a folk music talent search in preparation for eight "Hometown Hootenanny" programs scheduled during July, August and September.

Ed Pfeiffer, WFAA-TV manager, in making an analysis of the situation said, "We found that the interest is high and the need for exposure is great. We found young musicians have no outlet whereby they can expose their fine talents to the public."

Jay Watson, program manager of the Dallas TV station, put his finger on one of the major contributing forces to the success of "hootenanny."

"The 'Hootenanny' program on ABC-TV each Saturday night has become one of television's hottest entertainment features," Watson said, "and in making a survey of the Dallas-Fort Worth area, we found a great deal of interest in folk music among young performers as a result."

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VOX JOX

By GIL FAGGEN

OH, THOSE TOP 40 sheets: **Stan Lewis,** owner of Stan's Record Shop, Shreveport, La., writes that it would be a big help to distributors if radio stations putting out play sheets would print the city and State on their lists. Stan, I'm with you!

LONG JOHN NEBEL's offbeat interview show—an institution on New York's WOR—will be carried by sister Station WNAC (Boston) beginning July 29 when the 50-k.w. outlet reinstitutes its all-night schedule.

Reports have reached me that WJAS (the NBC-owned station in Pittsburgh) is planning to swap its music format for all-talk. Other reports from the Steel City echo the effects of the world's first "Kazootenanny' staged recently by KDKA-Radio at Forbes Field. The station's **Rege Cordic** led the entire stadium of 5,000 teen-age kazoo players in a concert of popular songs. Ah, if **Bob Burns** could have been there.

Leo Morris of KVWO (Cheyenne, Wyo.) has been re-elected president of the Wyoming Associated Press Broadcasters. The AP "Station of the Year" award was given to KSGT (Jackson, Wyo.) for its contribution to the AP news report of the year. The AP Radio and Television Association this week announced the election of **Dan Kops** (WAVZ, New Haven, Conn.), **Carl Lee** (WKZO-TV, Kalamazoo, Mich.), **Frank Gaither** (WSB, Atlanta), **Gene Shumate** (KRXK, Rexburgh, Idaho) and **Ken Nybo** (KBMY, Billings, Mont.) to its 16-man board of directors.

Jack Lazare has flipped over the many gifts received from listeners and friends upon hearing of his appointment as program director of WNHC-Radio (New Haven). Jack, who also does the wake-up stanza on the station, joined WNHC in August 1962 after air stints with WINS, WNEW and WOR in Gotham.

James R. Lightfoot, formerly at KWK (St. Louis), WSAI (Cincinnati) and WAKY (Louisville) named director of operations at Metromedia's KLAC (Los Angeles). **Roger Barkley** remains in present post of KLAC director of programs.

Les (Stein) Crane, KGO (San Francisco) talker, moves to WABC-TV (New York City) for fall night talk stanza. KGO is looking for replacement.

John Smith, former newsman with WADO (New York), leaves the staff of the U. S. Information Service to join announcing staff of WWRL (New York City). . . . **Bill McCreary** is new night p.m. at the outlet. **Clay Collins,** formerly with WTRX and WKMF (Flint, Mich.), has joined WTTH (Port Huron, Mich.), as deejay for 7-10 p.m. rock session. . . . **Alan Wright** to WBBM-Radio (Chicago) as producer from WRSV-FM (Skokie, Ill.). . . . **Cal Hackett** new wax chief at WWDC (District of Columbia) and **Marion Harper** named producer of the **Steve Allison** talk show on the outlet.

PROGRAMMING NEWSLETTER

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sincere conviction that many distributors are ignorant of their image as presented to radio people by their promotion people. More than that, the distributor's knowledge of the situation in local radio is usually based on reports from his promotion man. Sometimes these reports are biased against certain radio people, particularly when alibis for failure are required.

HOW LONG HAS IT been since any of you gentlemen were inside a radio station? How long since you picked up the phone and talked to a station manager or program director? Isn't it true that whatever may by wrong with your promotion setup is your responsibility? I believe that if distributors took the time to observe their promotion operations personally, and to participate in them occasionally, the whole standard of record promotion would improve immeasurably. Treating a radio station as a place of business, rather than a social club or a recreational hangout is something I'm sure you'd insist on.

READY-TO-GO PROGRAMMING

Program directors and disk jockeys will find this material a ready source from which to build weekly programming periods. All that's need are the disks from the station's record library.

MIDDLE-ROAD SINGLES

Not too far out in either direction, the following singles, selected from the current Hot 100, are the most popular middle-road records of the week. Rank order here is based on relative standing in the Hot 100.

This Week	Last Week	From this week's Hot 100 TITLE, ARTIST, LABEL	Weeks on Hot 100
1	2	**BLOWIN' IN THE WIND,** Peter, Paul & Mary, Warner Bros. 5368	6
2	1	**TIE ME KANGAROO DOWN, SPORT,** Rolf Harris, Epic 9596	9
3	4	**HOPELESS,** Andy Williams, Columbia 42784	6
4	6	**DETROIT CITY,** Bobby Bare, RCA Victor 8183	8
5	3	**SUKIYAKI,** Kyu Sakamoto, Capitol 4945	13
6	10	**MORE,** Kai Winding, Verve 10295	5
7	9	**TILL THEN,** Classics, Music Note 1116	7
8	14	**GREEN, GREEN,** New Christy Minstrels, Columbia 42805	6
9	5	**BLUE ON BLUE,** Bobby Vinton, Epic 9593	12
10	11	**ABILENE,** George Hamilton IV, RCA Victor 8181	7
11	15	**MY WHOLE WORLD IS FALLING DOWN,** Brenda Lee, Decca 31510	5
12	8	**MY TRUE CONFESSION,** Brook Benton, Mercury 72135	8
13	7	**NO ONE,** Ray Charles, ABC-Paramount 10453	7
14	18	**BE CAREFUL OF STONES THAT YOU THROW,** Dion, Columbia 42810	5
15	13	**SIX DAYS ON THE ROAD,** Dave Dudley, Golden Wing 3020	11
16	19	**I WONDER,** Brenda Lee, Decca 31510	4
17	—	**DANKE SCHOEN,** Wayne Newton, Capitol 4989	4
18	12	**GOODNIGHT MY LOVE,** Fleetwoods, Dolton 75	10
19	—	**I (WHO HAVE NOTHING),** Ben T. King, Atco 6267	6
20	—	**TIPS OF MY FINGERS,** Roy Clark, Capitol 4956	6

YESTERYEAR'S HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land five years ago and ten years ago this week. Here's how they ranked in Billboard's chart of that time:

POP—5 YEARS AGO
August 4, 1958

1. Poor Little Fool, R. Nelson, Imperial
2. Patricia, P. Prado, RCA Victor
3. Hard Headed Woman, E. Presley, RCA Victor
4. Yakety Yak, Coasters, Atco
5. Splish Splash, B. Darin, Atco
6. Little Star, Elegants, Apt
7. Rebel-Rouser, D. Eddy, Jamie
8. When, Kalin Twins, Decca
9. My True Love, J. Scott, Carlton
10. Purple People Eater, S. Wooley, MGM

POP—10 YEARS AGO
August 1, 1953

1. I'm Walking Behind You, E. Fisher, RCA Victor
2. Vaya Con Dios, L. Paul & Mary Ford, Capitol
3. No Other Love, P. Como, RCA Victor
4. Song From Moulin Rouge, P. Faith, Columbia
5. P. S.: I Love You, Hilltoppers, Dot
6. You, You, You, Ames Brothers, RCA Victor
7. April in Portugal, L. Baxter, Capitol
8. With These Hands, E. Fisher, RCA Victor
9. Oh, P. W. Hunt, Capitol
10. C'est Si Bon E. Kitt, RCA Victor

RHYTHM & BLUES—5 Years Ago—August 4, 1958

Yakety Yak, Coasters, Atco
Splish Splash, B. Darin, Atco
Poor Little Fool, R. Nelson, Imperial
Hard Headed Woman, E. Presley, RCA Victor
Patricia, P. Prado, RCA Victor
My True Love, J. Scott, Carlton
Willie and the Hand Jive, J. Otis, Capitol
Just a Dream, J. Clanton, Ace
What Am I Living For! C. Willis, Atlantic
Little Star, Elegants, Apt

Break Color Line

• Continued from page 39

week-long series done from the Trade Fair, the show will be done from the Oak Brook shopping center, July 24, and from the Old Orchard shopping center, August 1.

In each case, the show will be recorded at 12:30 p.m. and played back the following morning during the regular Music Wagon time-slot (9-10 a.m.).

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12-STRINGERS IN CENTER STAGE AT MUSIC SHOW

CHICAGO — The 12-string guitar, an instrument that managed to go "pop" during the past year, had a different kind of impact last week at the 62d annual Music Merchants Trade Show here, sponsored by NAMM.

Thanks to the new-found popularity of the instrument, due primarily to Erik Darling's strumming on the Rooftop Singers' smash single, "Walk Right In," the 12-stringer became a highlight of many guitar exhibits along the corridors of the Palmer House exhibit floors.

The observation was credited to veteran folk disk man, Moe Asch, whose Folkways label was one of only two disk manufacturers present (the other was Command). Asch said there were 12-stringers "all over the place" and hailed this as a good omen for his business. He added that he was selling a lot of his folk records, too.

Fair Trade Plan Set by Pilot Head

CHICAGO—Pilot Radio will initiate a fair trade test program soon in three major markets. This was revealed by the firm's president, Roland Kalb, during the music show here last week. At a meeting here, Kalb also said that William F. O'Doyle, former sales chief for Symphonic and at one time a vice-president of Capitol Records' phono division, has joined the Pilot family as acting Western regional manager.

Turning to the problems of the industry in general, Kalb noted that the home entertainment business, in his opinion, is "courting chaos." "High-pressure selling, low-profit merchandising, indiscriminate distribution and over-saturated markets are quickly tightening the noose on the whole industry," he observed.

"Our industry faces a moment of decision," he continued. "We can either take the heavily traveled road to chaos or we can take the one paved with fair profits, professional salesman-

(Continued on page 42)

Music Show: More Models, Lower Prices

By DAVID LACHENBRUCH

MUSIC SHOW HIGHLIGHTS. Attendance by buyers at the big National Association of Music Merchants' Music Show in Chicago set an all-time high—about 35 per cent higher than last year's show in New York. Yet, in the phonograph-radio-tape-TV category, a frequently heard complaint was that buying activity didn't set any records.

This doesn't mean there's a recession coming up in the home entertainment business. Far from it. But it's symptomatic of the tremendous increase in the number of manufacturers and importers in the field. Even with the tremendously enlarged public interest in home music reproduction, the number of brands and models—and exhibitors at the Music Show—has outstripped this increased demand. This means far heavier competition for the dealers's dollar. It also means lower prices. In phonos, tape recorders, radios and TV, this stiff competitive situation was strongly evident, and prices were by far the most attractive ever seen in this industry. In many cases, prices were shaved after hastily called meetings following the opening of the show.

Here are some of our impressions of the Music Show:

In portable phonographs, the drop-down format has now made a clean sweep of the field. Among the 58 manufacturers displaying phonographs, many were experimenting with new styles to supplement or displace the drop-down. Transistorized battery-operated portables appear to be in the ascendency again, despite a recent fall-off in popularity. There's a very definite trend to clean "component" design in high-end portables.

The console field is marked by quality and design which amazed many grizzled and cynical industry veterans. Lines which have never been known for their furniture styling have now come up with tasteful and craftsmanlike design which would enhance any decorative scheme. Here, too, competion is fierce. The console field has been joined by many firms which have never been serious threats in this category before. Competing now in fine design are several foreign makes. From Canada, Clairtone, Electrohome, Marconi and Philips (Norelco) are making serious bids for the American console market. High quality Japanese electronic components are being installed in American high-style cabinets by both Delmonico and Matsushita. Latter company, using Panasonic trademark, is combining Japanese amplifier and unique sealed speaker system with German-made Miracord changers in American-built furniture.

Phono-Tape
MERCHANDISING
• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER

At the same time, "packaged component" manufacturers, such as Pilot and Fisher, are increasing their console lines and pushing down into lower price fields. H. H. Scott is in the console field for the first time this year. All of these trends mean a wider choice for dealers, stiffer competition for manufacturers.

A new type of stereo phono has spread like wildfire across almost all lines. It's neither portable, console nor table model—although it's a little of each. It's the all-purpose set, usually in wood, which can be placed on a table, stood on legs, or even hung on the wall. It usually has a drop-down changer, sometimes detachable speaker units. This trend has spread so far this year that even Fisher was showing one, among its furniture consoles.

Tape recorder decks are showing up in an increasing number of stereo consoles and home entertainment centers, both domestics and imports. For the first time, the "tape recorder console" is becoming a reality. Ravenswood, as we mentioned last week, is featuring the 3M-Revere cartridge-changer desk as an add-on. Although most of the combination stereo radio-phono-tape consoles are either minor makes or imports, the trend is becoming so pronounced at the high end that we wouldn't be surprised to see some of the very top mass-market makes adding recorders next year, with recorders traveling down into lower priced models of the smaller brands.

The tape recorder field itself is picking up steam, but appears to wonder exactly where it's going. There are hints that the next technological changes will involve slower speeds without curtailment of fidelity. Roberts showed its new Crosshead machine in which high fidelity is maintained at 1⅞-inch-per-second speed. This development follows by about a year 3M's use of a new head in its cartridge machines which play at the same speed. If this new speed spreads to lower priced conventional machines, there'll be a brand-new selling point for tape—economy without sacrifice of fidelity.

In radio it's FM all the way. When you consider that two and three-piece FM stereo table models haven't exactly been selling like hotcakes, or even like waffles, it's surprising to see almost every manufacturer and importer blossom forth with at least one. Incidentally, we saw several liquidations of two-piece plastic FM stereo table models from Japan—low enough to sell both pieces in about the $39 category. Almost every manufacturer was displaying furniture-styled wood cabinet FM-AM table models at prices from $29.95 to well over $100.

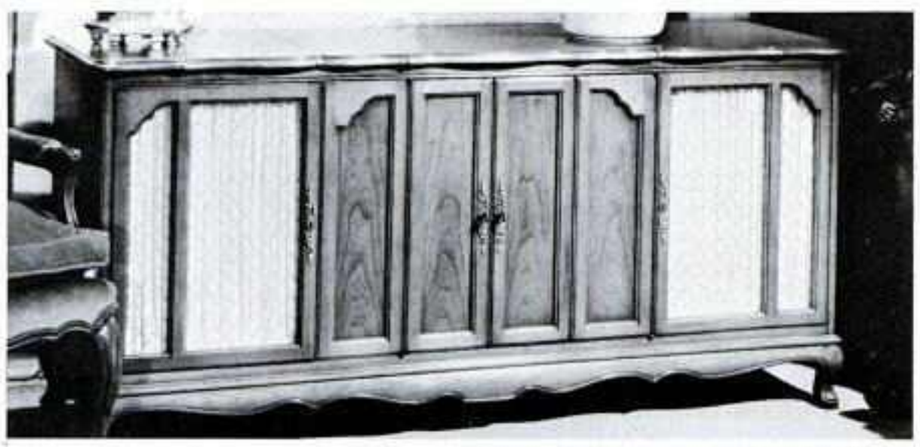
FM is the trend in transistor radios, too. Although the six-transistor AM set was being shown, this no-profit category is being passed over by many major importers in favor of the more de luxe sets. The newest of the new is the pocket FM-AM set shown by Toshiba, Sony, Norelco (Dutch-made) and others.

We've saved TV for last, but this is a product undergoing such significant changes that it may well wind up as an item which is very important to record and music stores. GE's 11-inch tinyvision at $99.95 and $109.95 has turned out to be the sleeper of the year. Dealers report they can't get enough of them, and the strong industry rumor (neither denied nor confirmed by GE) is that the manufacturer is planning to produce a total of 250,000 of them this year.

The only other American manufacturer with advanced plans to join GE in the 11-inch field is Admiral, whose "competitively priced" set will be formally introduced the end of August. Although other American manufacturers undoubtedly will enter the tinyvision field about a year from now, the importers are losing no time at all.

The closest Japanese tube size to the 11-inch is the 12-inch square-cornered tube, and several importers showed samples at the Music Show. Prices probably will evolve to about $89.95 for the imported 12-inch, although most quotes last week were higher.

Potentially even hotter than plug-in tinyvision is the battery-operated transistor TV. This is a field which Sony had virtually to itself for some time, but there will be eight or so makes on the market soon, and prices are already beginning to tumble. Three brands are already being quoted at $149.95 (one of them including battery pack), and there are predictions that Japanese battery sets will be down to the $99.95 point before the first American-made version is on the market. It's probable that two basic sizes will survive in the battery TV race—six and 12 inches.



H. H. SCOTT has entered the packaged phono console field for the first time. The firm's de luxe new entry is shown above. Styled in French Provincial, the set has a fruitwood finish and a luxury pleated fabric over the speaker grilles. The latter is removable for cleaning or replacing to match room decor.

Music Industry Advised to Get Out of Tin Pan Alley Rut

CHICAGO — The music industry is "lacking in business statesmanship and continues to live, think and function within the brassy, irresponsible traditions of Tin Pan Alley, "according to E. B. Weiss, vice-president and director of special merchandising services for Doyle, Dane, Bernbach, Inc.

Weiss' speech, delivered to a full-house opening luncheon at the 62d annual Convention of the National Association of Music Merchants Monday (22),

(Continued on page 42)

Highly Styled Miniatures an Aid to Dealer Space Problems

By REN GREVATT

CHICAGO—Dealers of all sizes, from all parts of the nation attending the annual Music Show here last week, struck by the sheer numbers and diversity of product aimed at the home entertainment market, were inclined to see a strong developing parallel between the equipment business and the record business.

"In records, we always have the problem of choice," one dealer noted. "There's always a lot more to choose from than most dealers can possibly display. So you get involved in a process of selection. Which will sell best? Which should you put out on the display racks? Now it's getting to be same in the equipment field."

Another dealer, gazing at a floorful of magnificently styled, 70-inch-long home entertainment center cabinets, scratched his head as he told the company's rep: They're beautiful, but how many of them can the average store show? They're huge and I've still got to display loads of records, accessories and instruments."

Styling Important Factor

Styling, as had been noted frequently, has become an increasingly important factor in high-end product merchandising. Now, as though in anticipation of the dealer's space problem, many firms have for the first time given a high-styling keynote to the lower-end merchandise, while at the same time giving key emphasis to a "miniaturization" process.

Never before have so many small-sized products been in evidence and with such smart styling. Many have taken on the semi-professional look, with burnished brass, polished chrome or stainless steel types of cabinetry and trimmings. This is true in tape equipment, portable phonos, in TV, and particularly in the regular AM/FM and clock AM/FM radio areas.

Possibly the single most talked about items at the music show this year were the many miniature TV's on display from both foreign and domestic

(Continued on page 42)

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Highly Styled Miniatures an Aid to Dealer Space Problems

• Continued from page 41

sources. Dealers stocking these have already found it difficult to get enough of the units to meet the demand. At the same time, there is increasing talk of "rechargeable batteries" and "battery chargers," which in some cases extend the life of batteries almost indefinitely.

The standard portable of the past several years, the 17 and 19-inch, slimline style, has received a "furniturization" process from at least one manufacturer, Electrohome of Canada, just now planning an all-out invasion of the American market. The portable employs a partial wood composition finish, which could bring the set into a "primary usage" level rather than as the more accepted "second set" or "game room" portable.

Example of Trend

An example of the trend in the phono area is a new four-and-a-half-pound, battery-operated portable now being pushed by Mercury Records. The three-speed model AG-4000 comes equipped with a diamond stylus, is fully transistorized and lists for $39.95.

There is a growing talk of solid state circuitry. The advancement of the transistor revolution has certainly contributed to the "miniaturization" trend, with more and more transistorized product in all equipment types now being introduced.

There is also increasing talk, in the tape field, of slower speed playback or pre-recorded stereo tape making possible use of smaller reels and cartridges in smaller units. The 3M-Revere tape cartridge player, first introduced last year, and which plays at 1⅞ i.p.s. has had considerable impact in this area. The price, incidentally, of the basic unit, introduced in the summer of 1962, has been dropped from $450 to $395. Increased production of the units has made this possible, officials said.

Craig Panorama, Inc., Los Angeles, meanwhile, introduced a four-track stereo tape playback unit which measures only 7⅝ by 2⅞ by 9¼ inches. Weight of the set is only seven pounds. Three speeds offered are 3¾, 1⅞ and 15/16 i.p.s. Cartridge tapes now available for certain playback units on the market can be rewound on three-inch reels and played on the machine.

Roberts Electronics may also have contribued a new step to the field of the miniatures in its new Crossfield 770 tape machine, which plays back stereo at 1⅞ i.p.s. The unit which performs this function is of standard, professional size, but the development of a special third head which separates recording and biasing functions making for high fidelity playback at slow speed is seen as having future application in considerably smaller equipment.

Fair Trade Plan

• Continued from page 41

ship and protected trading areas."

In the latter context, Pilot took the occasion of the NAMM convention here to back up its dealer protection policies with the announcement of the fair trade test program, in three markets yet to be determined. The program will get under way in the fall. The plan is one of a series of moves by Pilot along with establishment of selective dealerships and a new research and development program designed to revitalize the 44-year-old manufacturing firm.

BIG 3 SNAGS V.I.P. SCORE

NEW YORK — The Big 3 (Robbins-Feist-Miller) has acquired the rights to the music from the upcoming MGM flick "The V.I.P.'s" starring Elizabeth Taylor and Richard Burton. The film, scheduled for September release, was scored by Miklos Rozsa and will be assigned to the Robbins Music wing of The Big 3. The original sound track album is set for release on MGM Records.

Can you afford to sell cheap needles ?

Not unless you're independently wealthy, says Hendrik Van Stickler, Fidelitone's Quality Control Expert and diamond cutter. That slightly higher markup costs you plenty, particularly in customer goodwill. The best way to lose a customer is to sell him a needle that wears out fast and ruins his records. That's why it pays to sell top quality — Fidelitone quality. Take a tip from Van Stickler and specify Fidelitone — your customers will.

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BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category appears approximately every 14 weeks.

The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of outlet. Only manufacturers earning 3 per cent or more of the total dealer points are listed below.

PHONOS LISTING BETWEEN $61 and $80

POSITION This Issue	POSITION 5/4/63 Issue	POSITION 2/2/63 Issue	BRAND	% OF TOTAL POINTS
1	2	2	Decca	22.5
2	1	1	Magnavox	19.0
3	5	4	Voice of Music (V-M)	10.4
4	3	3	Masterwork	7.7
5	6	5	RCA Victor	6.9
6	7	9	General Electric	6.2
7	4	6	Webcor	5.8
8	—	7	Symphonic	4.4
8	—	—	Zenith	4.4
10	8	8	Motorola	3.1
			Others	9.6

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parenthesis.

5/4/63 Issue: Phonola (9).

2/2/63 Issues: All brands represented in current chart.

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manutacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

PRESTIGE—Expires July 31, 1963. Started June 1, 1963.
Special 15 per cent catalog deal on Swingville, Bluesville, Lively Arts and Irish labels. Offer is part of rotating label deal policy. Also special deal on 11 new releases on various Prestige labels, expiring July 10.

MERCURY-WING—Expires July 31, 1963. Started June 15, 1963.
Special "June Bouquet of Hits" program on four classical and six pop albums. Thirteen per cent discount on new classical and entire Mercury-Wing classical catalog.

MOODSVILLE—Expires August 1, 1963. Started July 1, 1963.
A 15 per cent discount on entire catalog. Deal is also available on new albums and singles released during July. Deal on new product expires August 9.

COTTONTOWN JUBILEE—Expires August 30, 1963. Started July 20, 1963.
Bluegrass LP by Cousin Jake and Uncle Josh: One free with every three purchased.

BLUE NOTE—Expires August 31, 1963. Started July 29, 1963.
A 10 per cent discount on entire catalog, including new releases by Art Blakey and Freddie Roach.

LAURIE—Expires September 15, 1963. Started June 1, 1963.
Big 15 Plan on New Dion LP, "Dion Sings the 15 Million Sellers." Plan runs for 15 weeks and includes special incentives to distributors.

COLUMBIA—Expires September 25, 1963. Started July 22, 1963.
On all purchases during this period, dated billing will be available to qualified accounts. Newly announced year-round prices of $2.25 for $3.98 LP's and $2.81 for $4.98 LP's, with 10 per cent quarterly exchange privilege starts at once.

EPIC—Expires September 27, 1963. Started July 15, 1963.
A 15 per cent discount on all new releases and catalog, including all disks and tapes. Dated billing, one-third each for three months following month of purchase.

ABC-PARAMOUNT, IMPULSE, CHANCELLOR, TANGERRINE—Expires September 30, 1963. Started June 22, 1963.
On all new releases and entire catalog of all four labels 12½ per cent discount.

DOOTO—Expiration indefinite. Started May 1, 1963.
On all Dooto album product—buy five, get one free.

ORIGINAL SOUND—Expiration indefinite. Started June 25, 1963.
Entire LP catalog: Buy 10, get one free. One hundred per cent exchangeable.

ATLANTIC-ATCO—Expiration indefinite. Started June 24, 1963.
Special 15 per cent discount on new Atlantic and Atco releases and catalog material.

COLPIX—Expiration indefinite. Started June 24, 1963.
New "Winner . . . Take All" play: On new pop releases, buy 100, get 20 free. Same deal applies on children's catalog items. On all other items, buy 100, get 10 free.

COMMAND—Expiration indefinite. Started June 24, 1963.
One-free-for-six-purchased deal on seven new releases and entire catalog.

JAY-GEE—Expiration indefinite. Started June 24, 1963.
Buy 100, pay for 85 on Jubilee and Josie new releases and catalog product.

Industry Told To Get Out Of Alley Rut

• Continued from page 41

was one highlight of a conclave which saw heavier interest in a veritable mass of exhibits of home entertainment and musical instrument equipment with perhaps less actual buying than at any time in recent years.

Though his speech was directed at the entire broad field of music retailing, Weiss seemed to have particularly strong reference to the traditional indie dealer particularly in records, when he asserted that "the industry is faced with Giantism in every facet. The lone wolf independent in these retail fields will become a distribution factor of tiny dimensions."

"The line of demarcation between manufacturer and retailer wil become blurred," Weiss continued. "Some of the giant retailers will buy out factories or will buy out the major production of factories. Giant manufacturers will compel the traditionally small independent music store to go through a vast revolution."

Weiss also attacked the "scores of trade associations and groups operating within the framework of the music industry who not only get in each other's way, but sometimes work at cross purposes."

Association Needed

In view of these considerations, Weiss continued: "This industry desperately needs right now, not only a czar, but even more importantly, a top level association that would bring unity, grand strategy and statesmanship to this industry."

Deploring the lack of unified, common-purpose effort within the "fractionated" music business, Weiss described most current merchandising techniques as "frenzied, frantic and furious," and added that no other industry is so "plagued with payola."

Weiss then listed the growing number of community cultural centers as a "starting point for industry-wide statesmanship. "What are you doing as a total industry to mastermind the financial programs of cultural centers?" Weiss asked the dealers, adding that the industry might act as "angel" for sponsorship of "amateur and professional orchestras and improved musical education at all levels."

In a final statement to his listeners, Weiss flung this challenge: "The major appliance industry is now presenting a powerful, unified image to the public through industry-wide campaigns. When will your total industry follow suit? When will you make music the greatest of social status symbols? Social status is the greatest of modern, sales-creating pressures."

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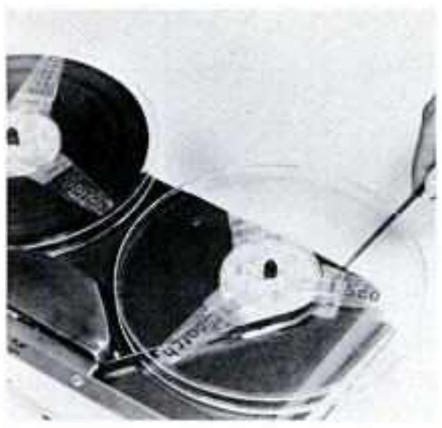
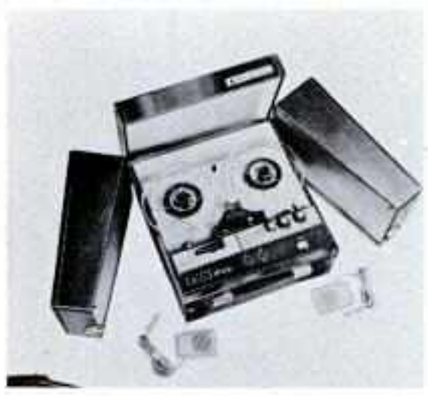
NEW DEALER PRODUCTS

VIKING OF MINNEAPOLIS has introduced its new Auto-Tape 500 stereo cartridge player, uses of which, says the manufacturer, are "limited only by the imagination." The compact model (9⅝ by 9 by 3½ inches; 10½ pounds) takes all Viking 3¾ speed cartridges, may be used in cars or boats and is adaptable for both instruction and entertainment uses as well as a public address system when linked with external speakers. List price is $155.95.

CRAIG PANORAMA, Los Angeles, has introduced one of the smallest, four-track stereo playback units now on the market. Model 306, shown above, which also offers monaural record feature, weighs less than eight pounds and measures 7⅝ by 2⅞ by 9¼ inches. Normal battery operation is augmented by a built-in adaptor for use on house current.



MINNESOTA MINING & Manufacturing (3M's) has produced a new tape reel said to be self-threading, eliminating the "fumbling, all-fingers method of threading," long a drawback of reel-to-reel recorder use. Tape is simply placed between the flanges at the hub of the reel, as shown. Unit will be introduced on a premium deal to the public as a part of the firm's fall-winter Scotch brand tape sales campaign.



ARVIN INDUSTRIES, Columbus, Ind., has introduced Model 83L79, full-stereo, three-speed tape recorder, one of three new tape units shown by the firm at the Music Show. Speakers are mounted in separate baffle enclosures and may be used in position or extended for greater separation. Unit offers simul-track recording (addition of sound to previously recorded tape), digital tape counter, level meter and carries a suggested list of $229.95.

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Manufacturers Advertisers	$9	$15	$25	$9
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- Minimum size sold is ½", approximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.
- If box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion.

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Please insert the following ad for_____consecutive issues.
Classification:_____ Size:_____
☐ Set regular classified style. ☐ Set boxed classified style.
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Company Name_____ Authorized by_____

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City_____ Zone_____ State_____

Please enclose your payment. We do not bill for classified ads.

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stardust

An audience sees and hears and feels something extra in the outstanding performance of a star.

Call it "stardust." The Rowe AMI has it, with eye-catching light and line and color that set the mood for the thrilling sound that only Stereo Round* can bring.

It's a performance that calls for encore after encore.

Your Rowe AC Services distributor cordially invites you to come in now and see and hear this new phonograph—and learn about the many extras that distinguish this great performer as an outstandingly profitable money-maker.

*Patent Pending

ROWE
AC SERVICES

18 South Michigan Avenue, Chicago 3, Ill.

Rowe sets the standards in vending equipment, bill changers, music systems

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GOTHAM OPS STIFFEN LOAN POLICIES

House Vote on Juke Box Bill Seems Likely

By MILDRED HALL

WASHINGTON — Shattering precedent, the House Judiciary Committee last week favorably reported out an anti-juke box exemption bill. The Celler Bill to end performance royalty on juke box music in the Copyright Law, only recently reported out of the Judiciary Subcommittee on Copyrights, made it through the full committee in record time.

The favorably reported bill, authored by the Judiciary Committee chairman will now go to the Rules Committee, and thence to a vote on the floor of the House.

The original version of the Celler Bill would have set up a government royalty collection office and put a $5 per box limit on performance royalty

(Continued on page 52)

Coin Machine
OPERATING
• MUSIC MACHINE PROGRAMMING • DOUBLE PLAY DISKS
• RECENT STEREO RELEASES • BULK VENDING

See Advertising Potential For British Juke Boxes

By JOHN THOMPSON

LONDON—Juke boxes in the United Kingdom are to be exploited as a broadcast advertising medium. This is the plan of J. B. Marketing Ltd., which introduced an advertising injection device to British juke box operators and advertising agents, in London two weeks ago.

The gimmick, called Injectomatic, a magnetic tape playback machine, was demonstrated at the Mount Royal Hotel, under the auspices of Symplay Ltd., Symphonie juke box distributors, to an audience of 150 tradesters and agency executives.

The Injectomatic automatically feeds seven-second commercials into the nine-second gap between juke box plays. J. B. Marketing offers the operator 20 per cent of advertising revenue, plus another 5 per cent if the servicing of the device is taken over by him.

Symplay Ltd. has already tested the device, and proof-of-performance, meaning results in sales of advertised products, has been established. The audi-

(Continued on page 52)

Turn Down Bonuses To Poorer Locations

By AARON STERNFIELD

NEW YORK—Operators here are finally being forced to do what they should have had the sense to do years ago. They're refusing to shell out large bonuses to second-rate locations. And they are no longer lending money like it's going out of style. The bonus-loan situation here is still critical, probably the worst in the country, according to Ben Chicofsky, executive secretary of the Music Operators of New York. Loans of $2,580 with no security and at no interest are still common, and $500 isn't too much to hand to a good tavern for a three-to-five-year contract.

But the operators are drawing the line at the pizza joints. If they are going to part with the loot, they want a fighting chance to get it back.

How It Started

While the origin of the bonus-loan situation here is obscure, the practice was nurtured by a handful of the larger operators who felt that they could afford to lose a few dollars to expand their operations while their smaller competitors couldn't stand the gaff.

But it hasn't worked out that way. The smaller operators got into the act, and the big boys began upping the ante.

Operators are now sadly learning that there is no pot of gold at the end of the rainbow, that loans which began as expedients to getting locations are now a permanent cost of doing business.

Loans and bonuses are enough of a problem if the location owner lives up to his part of the bargain. But often this isn't the case. In one instance, an operator paid a $500 bonus to a location upon signature of a three-year contract. A month later, the location owner sold out and skipped town. The new owner was not obliged to honor the contract, and the operator not only lost the stop but his $500 as well.

Corporations

If the location is incorporated and if the owner sells the stock in the corporation, the new owner is bound to honor the contract with the operator and to repay the loan.

But the vast majority of the taverns here are not incorporated, and the owner turnover is high. The operator has legal recourse to collect his money, but it's often not worth the trouble.

Even in the rare cases when an operator charges the location owner 6 per cent on the loan and is repaid, he takes a beating. The usual source for location loan money is the small factoring house, which charges

(Continued on page 52)

Kaye Names Art Daddis Sales Head

ART DADDIS

NEW YORK—Art Daddis, a veteran of 30 years in the coin machine industry, has been named sales manager of the Irving Kaye Company, Brooklyn pool table manufacturer.

Howard Kaye, who had held the post, moves up to executive vice-president in charge of sales. The two will work together in building up the Kaye distributor organization.

Daddis had held executive sales positions with AMI for 13 years and with Wurlitzer and Rock-Ola for two years each. He also operated music machines in Miami.

Irving Kaye, president of the company, said that Daddis will work with both coin-operated and home pool tables. He added that the firm's new models will be shown at the Music Operators of America convention in Chicago.

Common Market to Call Shots For U. S. Coin Firms in Europe

By OMER ANDERSON

BRUSSELS—U. S. coin machine firms doing business in Europe will find their operations being increasingly influenced by the European Common Market—in terms of technical conditions of doing business, as well as the obvious matter of tariffs.

This aspect of the Common Market is symbolized and aptly illustrated by the market's approach to antitrust regulation, for the Brussels Common Market high command is assuming control over all antitrust regulation in the six-member countries.

Even now, trust-busting in the EEC territory is moving into a twilight zone of dual, and, to increasing extent, overlapping jurisdiction. On the one hand, the Bundeskartellamt, in West Berlin, still retains nominal jurisdiction over West Germany antitrust regulation.

Expanded Jurisdiction

However, the EEC antitrust authorities in Brussels are assuming expanded jurisdiction in the national sphere as the amalgamation of the six separate countries—West Germany, France, Italy, Holland, Luxembourg, and Belgium—proceeds to form the Common Market.

This means that eventually—by 1966—antitrust enforcement will be almost entirely in the hands of the EEC authorities in Brussels. Therefore, U. S. coin machine firms will be getting antitrust guidance from Brussels, rather than the various national capitals. This shape of things to come is already being projected by the Brussels authorities.

At the moment the Common Market is helping firms—including U. S.—in the six countries sort out the antitrust aspects of exclusive dealership contracts concerning countries outside the Common Market.

This so-called "negative clearance" has become the top-priority concern of literally hundreds of firms. At the moment all companies that filed requests for negative clearance of exclusive dealership contracts concerning companies outside the Common Market are anxiously awaiting the outcome of the latest action taken by the Brussels antitrust authorities.

In the EEC's Official Journal of July 4, the Commission for the first time published essential facts on two requests for negative clearance filed according to Article 2 of Regulation 17, for the purpose of giving third parties an opportunity to submit complaints against the contract involved.

Both applicants claim that Article 85 (1) of the Rome Treaty is not applicable to their agreements since they cover only countries outside the Common Market and do not restrict competition within it nor affect trade between member countries. Meantime, the Commission now invites third parties to present their opinions and complaints within 35 days from July 4, after which it will issue rulings on both cases.

What is happening is this: The Commission is

(Continued on page 54)

Ill. Judge Calls Halt to Seizure Of Chi Pinballs

CHICAGO — The Cook County Sheriff's office has been enjoined from seizing certain types of pinball games which it had been confiscating since the recent passage of the Illinois law banning gambling devices.

Superior Court Judge John J. Lupe said that the new law

(Continued on page 54)

Wurlitzer Sets Royal for Ohio

COLUMBUS, Ohio — The Royal Distributing Company here has been named Wurlitzer distributor for the 40 counties in Central Ohio, Bob Bear, Wurlitzer sales manager, announced this week. Royal will maintain its headquarters at 112 N. High Street.

Office manager Paul Hott and sales representative Dick Gilger have both spent many years in the Wurlitzer distributor organization.

Royal will maintain a complete parts and service department in the Columbus headquarters.

MOA Exhibitor Picture Bright

By NICK BIRO

CHICAGO—Some 30 exhibitors, including the four major juke box manufacturers, two record companies and a host of amusement game, ride and sundry equipment manufacturers, have been signed by Music Operators of America for its September 4-6 convention at the Morrison Hotel here.

It appears almost certain that MOA will surpass its last year's total of 40 exhibitors, and the association indicated that advance reservations point to a substantial increase in operator attendance over last year.

Convention chairman Lou Casola said that he had been assured by a number of manufacturers that there would be "new and startling equipment unveiled at the convention."

Casola made his convention announcement following a meeting here last week with Les Montooth, Bob Slifer (National Coin Machine Distributor Association executive secretary) and Bob Blundred, managing director.

2 Diskeries In

Columbia and Jay Jay are the two diskeries who have made exhibit reservations to date. Both were in the show last year. (A total of seven record firms, including Capitol, Decca, Dot, MGM and Vassar, were MOA exhibitors in 1962.)

Amusement and equipment manufacturers scheduled to exhibit include: Williams, Chicago Coin, Paul Bennett, Cine-Box, Valley Sales, American Shuffleboard, Fisher Sales, J. H. Keeney, Automatic Products, Bally, Irving Kaye, Southland Engineering, Trans-World Airlines, Tape-A-Thon, Frantz Corporation, Midway, Forward Industries, Urban Industries, Star Title Strip, Logan Distributors, Wico Corporation, Billboard, Music Vendor, Cash Box and Music Reporter.

The four juke box firms include Rock-Ola,

(Continued on page 54)

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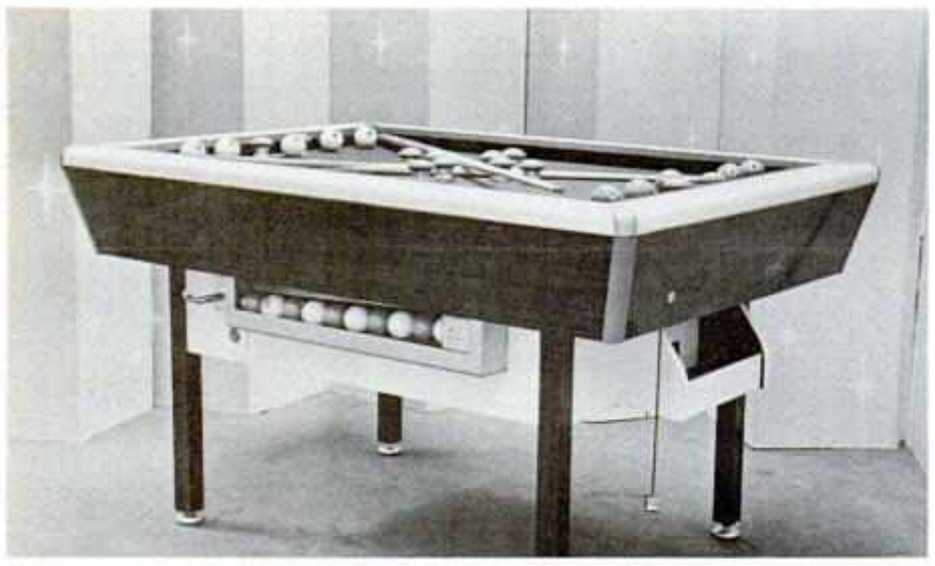
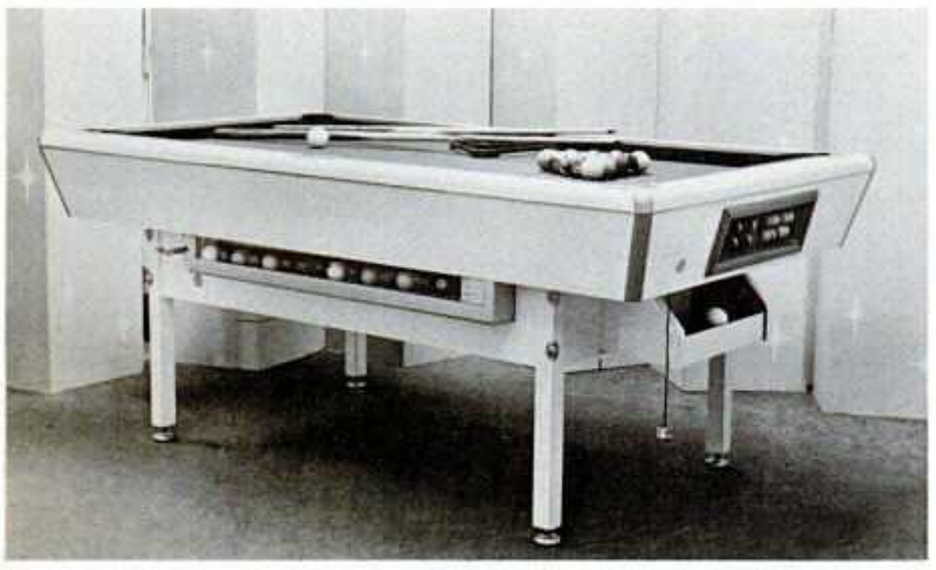
Two New Tables for U. S. Billiards



U. S. BILLIARDS of Amityville, N. Y., has introduced these two new pool tables. Shown in top photo is a new bumper pool model, which comes in two sizes; 40 by 56 inches (model 48) and 43 by 75 inches (model 67). In the bottom photo is the firm's Comet Six Pocket Pool Table. Four sizes of this unit are as follows: 45 by 77 inches (model 6700); 47 by 85 inches (model 7700); 52 by 92 inches (model 8200) and 57 by 105 inches (model 9100). Both types have all-formica cabinets and legs and both have hinged tops which swing up for easy cleaning and servicing. The tables also have gold aluminum corners and legs which bolt from the outside for easy installation.



Old-Fashioned Arcade Natural For Discount Center Location

SALT LAKE CITY—The constantly growing spread of huge discount stores is turning former kiddie ride operator W. E. Knudsen of Knudsen Distributing Company here into an arcade operator.

The big new discount stores, wisely allotting rides, provide a natural incentive for Knudsen to augment the rides with participation-type amusement machines.

This has worked out so well, in providing entertainment for non-shopping members of the family, that Knudsen now has the equivalent of the old-fashioned penny arcade in several of his shopping center locations.

Thrift City

A typical shopping center is the 100,000-square-foot Thrift City store in suburban Granger, where Knudsen features a half dozen kiddie rides, backed up by a long list of amusement machines, immediately to the left of the store entrance. Here, equipment includes a 16-foot Chicago Coin Bowler, a Williams Crane, an Olds Cops and Robbers, a Genco Driver-Test, a Gottlieb Egghead, a Gottlieb Melody Lane, a Bally bowler, an Exhibit Six-Shooter, plus a half dozen smaller units.

Knudsen's kiddie rides include a Space Ship, Pony Express, Highway Patrol, and a rocket, judiciously interspersed with four or five amusement machines in between.

Altogether, the line-up totals to the largest array of such machines which has appeared in the Salt Lake City area in many years, with every emphasis on the sort of equipment which can be enjoyed by more than one person at a time.

Knudsen, who headquarters in Provo, Utah, puts in plenty of time in servicing his discount department store locations, including regular clean-ups, repainting and glass replacement, to keep the machines as bright and attractive as the rest of the store. This leads to extremely harmonious relations with managers, and is one reason why he has been invited to spot many of his kiddie rides and amusement machines in discount centers.

Providing a handy change-maker, plus a dollar-bill changer at every possible location has gone a long way toward encouraging bored husbands as well as children to take advantage of the amusement machines while wives carry out the dull chores of marketing.

POA Official In Car Crash

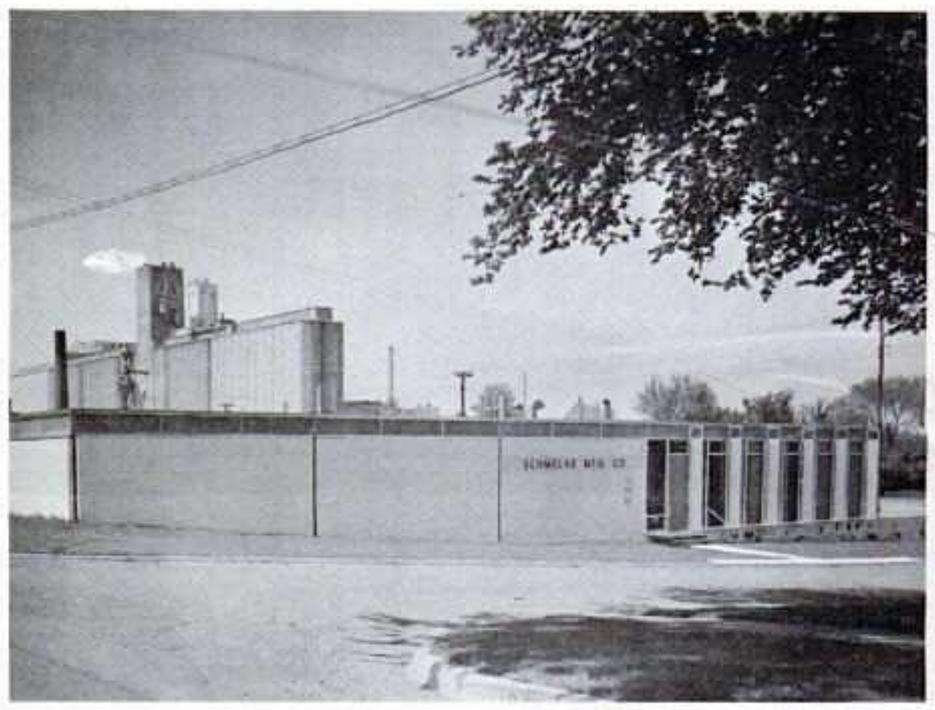
LONDON — By remarkable coincidence, misfortune under similar circumstances struck at both the secretary of the Amusement Caterers Association and the secretary of the Phonograph Operators Association recently.

As previously reported in Billboard, John Singleton, ACA official, and his wife, were injured in Europe in an automobile accident while on vacation.

It has just been disclosed that Mrs. L. Shaw, POA official, was severely injured, with her husband, in a car accident at the end of her vacation in Malta.

In Singleton's case, it was his wife who sustained the most serious injuries. And in Mrs. Shaw's case, her husband sustained the most serious injuries.

All parties are nearly recovered. Both amusement tradesters are back at their desks.



NEW MANUFACTURING FACILITIES were purchased by the Schmelke Manufacturing Company, manufacturer of pool cues, in Shakopee, Minn., following the destruction by fire of the firm's previous plant in Chaska, Minn. The new facilities will be in operation within 60-90 days. Schmelke makes the cues used by a large percentage of the amusement industry's coin operated pool tables.

Garrison Named Full Line Outlet

CHICAGO — Garrison Sales Company, Phoenix, Ariz., distributorship headed by Stan Beasley and E. G. (Hap) Nowell, was named a full line distributor for Rowe AC Services last week. Garrison formerly distributed only phonographs for Rowe AC. The firm will now handle the complete vending and phonograph line for Arizona.

DICK SENSTROM (right) signs the contract with Stuart F. Auer, Seeburg regional vice-president, following the appointment of Senstrom's firm as Seeburg distributor in Hawaii, replacing Harold Okimoto Enterprises. Senstrom is a long-time Seeburg salesman and will handle the entire music and vending line.

EUROPEAN NEWS BRIEFS

German Tax Change

BONN — West German coin machine firms face an altered fiscal way of life when this country switches to the added-value (Mehrwertsteuer) system of turnover tax, to replace the present cascade system.

Germany is switching to the French system in line with harmonization of tax structures within the European Common Market. The federal cabinet has accepted the draft text of the added-value system, and the draft is now in parliament. However, the switch is not expected to take place until 1966.

Strike Ball Push

HANOVER — The Hermann R. Volbracht Nachf. firm has launched heavy promotion for Chicago Coin's Strike Ball game, promotion keyed to the bowling surge in this country. Strike Ball, with six play variations, is being presented to operators and their technicians.

Volbracht reports that the Citation shuffleboard of Chicago Coin was an import "smash hit." Volbracht promotion on Citation invites, "Ask any Citation operator about the technical reliability and collections of this game. You will hear only enthusiastic approval."

Bussoz Promotion

PARIS — Les Etablissements Bussoz, a major Paris distributor, is challenging the concept of the summer—and particularly August — as a business holiday.

The Parisian firm has stepped up its promotion of American coin machine products to combat the traditional business slowdown as the esocus to the country begins.

Currently, Bussoz is boosting Bally bowlers and pinballs, Gottlieb and Williams pinballs and Wurlitzer phonographs. The firm reports heavy sales of both the Wurlitzer 2700 and "Wurlitzer Europeen 'le Lyric'," 200 and 100 selections respectively.

Sardinia Prospect

CAGLIARI, Sardinia — Enterprising Italian operators, foreseeing the not-distant-day when juke boxes may be packed like sardines on this new holiday mecca, are stepping up their investment on this island.

Their focus is a fantastic $200 million holiday development — the "Emerald Coast"— along a 35-mile strip of Sardinia's eastern coastline by the Agha Khan and associates.

The Agha Khan's consortium is building a complete holiday community, including a yacht harbor, along the 35-mile strip, which the consortium owns outright. Eventually, the now-barren coastline will have a population of 30,000—and upwards of several thousand phonographs and games.

Tourist Guides

ATHENS — Greek operators are developing a major new source of revenue from coin-operated "tourist guide" machines. Operating from tape-recording, the guide-machines are placed at historical points, permitting tourists to dispense with a guide and sightsee on their own.

The machines are proving popular because they are multilingual and available around the clock. Moreover, the tapes are prepared by experts and guaranteed for accuracy.

The main advantage is that they permit the tourist to operate on a flexible schedule, seeing what he wants when he wants. Moreover, where possible, the tapes have music and other sound to illustrate the text description.

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ANNOUNCING BILLBOARD'S SPECIAL M.O.A. CONVENTION ISSUE

Dated: . . . . . September 7

Distributed: . . Monday, September 2

Ad Deadline: . Wednesday, August 28

(MUSIC OPERATORS OF AMERICA)

This fact-packed issue (see editorial highlight below) offers advertisers a once-a-year opportunity to display their products at a time when the FALL BUYING SEASON is just beginning for the nation's operators.

Billboard's M.O.A. Convention is an excellent, low cost message vehicle for—

MANUFACTURERS and DISTRIBUTORS of phonographs, amusement games, pool tables, cigarette and other vending machines, background music equipment, kiddie rides, coin handling or moving equipment, as well as SUPPLIERS of coin machine parts.

EDITORIAL HIGHLIGHTS OF BILLBOARD'S 1963 M.O.A. CONVENTION ISSUE DATED SEPTEMBER 7

A Recap of Facts and Figures taken from Billboard's 1962 Analysis of the U. S. Music Machine Business. Prepared by the company's MARKET RESEARCH DIVISION.

Analysis contains:

- Where juke boxes are located, how many in operation.
- How locations are paid.
- Monaural and stereo phono facts.
- Average weekly take per machine before commission.
- Record purchases — where records were bought.
- **Diversification Information** — Tells how many phono operators operate amusement games, cigarette machines, food and drink machines and kiddie rides.
- **Diversification Information** — Tells how many phono operators plan to buy the following equipment during 1963: Dual-speed phonos, 45 r.p.m. phonos, cigarette machines, amusement machines, food and drink machines, background music.
- Regional Reports on economic conditions of coin machine industry.
- Special programming tips.
- Special taxation article.
- M.O.A. progress report during past year.
- List of M.O.A. exhibitors agenda.
- M.O.A. slate of officers.
- General convention news roundup.

Plus all the regular news coverage.

The 1963 Billboard M.O.A. Convention Issue will be PACKED with NEWS YOU WON'T WANT TO MISS!

Free Distribution of this M.O.A. Issue from Billboard's Servicecenter where messages are taken, phone service is available, and your many questions are cheerfully answered.

ADVERTISING HIGHLIGHTS OF BILLBOARD'S M.O.A. CONVENTION ISSUE

- Standard Billboard page size.
- Regular Billboard advertising rates apply.
- Second color (publsher's choice) free on page units.
- Offset printed — no plates required.
- Excellent reproduction.
- An opportunity to reach those operators attending the convention, as well as those unable to attend for one reason or another.
- Special free distrbution of this important issue from Billboard's Servicenter — located at a high traffic location during the entire convention — Morrison Hotel, Chicago . . . September 4-6.

START PLANNING NOW ! ! ! Have your advertising sales message ready to appear in the pre-convention issue (August 31), convention issue (September 7), and post-convention (September 14) issue of Billboard.

REMEMBER. . . . Advertising Deadline for the M.O.A. Convention Issue is Wednesday, August 28. Have your agency prepare copy now, or if you don't have an agency, give your Billboard salesman the assignment.

MAKE YOUR RESERVATION FOR ADVERTISING SPACE TODAY.

CHICAGO 1, ILL.	NEW YORK 36, N. Y.	HOLLYWOOD 28, CALIF.
188 W. RANDOLPH	1564 BROADWAY	1520 N. GOWER
CEntral 6-9818	PLaza 7-2800	HOllywood 9-5831
DICK WILSON	DENIS HYLAND	SAM ABBOTT

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DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

CANDY GIRL

4 SEASONS, VEE JAY 539

MARLENA

MY WHOLE WORLD IS FALLING DOWN

BRENDA LEE, DECCA 31510

I WONDER

NO ONE

RAY CHARLES, ABC-PARAMOUNT 10453

WITHOUT LOVE (There Is Nothing)

TWIST IT UP

CHUBBY CHECKER, PARKWAY 879

SURF PARTY

THIS IS ALL I ASK

TONY BENNETT, COLUMBIA 42820

TRUE BLUE LOU

Recent STEREO RELEASES *for Music Operators*

■ SEEBURG LITTLE LP's

Pop Vocal

BROOK BENTON—Golden Hits, Vol. II.....Mercury

Pop Instrumental

PETER NERO—Hail the Conquering Nero. RCA Victor

BILL JUSTIS—Alley Cat—Green Onions.....Smash

Jazz/Rhythm and Blues

CANNONBALL ADDERLEY—Jazz Workshop Revisited.....Riverside

Classical

VARIOUS ARTISTS—Madame Butterfly..RCA Victor

Country and Western

JOHNNY AND JACK—Smiles and Tears.....Decca

* * *

■ SEEBURG ARTIST OF THE WEEK

MARY KAYE TRIO—Our Hawaii

Columbia (Pop Instrumental)

All titles listed are custom 33⅓ stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 1564 Broadway, New York 36, N. Y.

Washington Ops Get Tax Break

CHICAGO—Vending operators in Washington are eligible for a 40 per cent exemption from the State sales tax on all sales under 13 cents, according to Northwest Automatic Retailers Council President James R. Worden Jr.

Worden said the achievement was the culmination of some six years of NARC and National Automatic Merchandising Association effort to obtain relief from the sales tax which was imposed on the operators' gross receipts.

Wurlitzer Vacation

NORTH TONAWANDA, N. Y.—The Wurlitzer plant here gets back into full swing August 12 when the employees return from their annual three-week vacation. Bob Bear, sales manager, has been dropping into the office during the haitus to open and deposit checks.

LP Programming Suitable For Wide Location Range

NEW YORK—Juke box operators who try to establish a formula as to which type locations are suitable for 33 stereo album programming are falling into a trap, according to Meyer Parkoff, president of the Atlantic-New York Corporation, local Seeburg distributor.

Parkoff took issue with the concept that Little LP programming is suitable primarily for the sophisticated cocktail lounge location. He said that each location is a law unto itself, and that here is no rule of thumb to cover programming.

For example, Parkoff pointed out, some 150 Harlem locations are programming Little LP's, and the programming covers a wide variety of musical tastes. These locations are traditionally regarded as good stops for rock and roll and r.&b.

MEYER PARKOFF

Soon to be released are German language Little LP's, which should go over in the Yorkville section of the city, but which might well catch on in other locations.

Parkoff feels that unless the operator or routeman attempts to learn the musical tastes of the individual locations, he won't come close to reaching the potential.

The Little LP has had two major effects on juke box operations in the New York area, according to Parkoff. First, it has made juke box music attractive to a class of consumer that heretofore was not a major factor in the industry — the adult with sophisticated musical tastes.

Second, the 50-cent play for both sides of the album has cut down on the silent time and has stimulated singles play.

Sound Meters Needed in UK

LONDON—New British legislation regulating public sound is bringing about more remote volume control for juke box installations. This way the operator, too frequently under fire from neighbors' complaints, can keep his local music permit out of jeopardy with the issuing authorities.

Juke box operators are showing interest in a range of sound meters offered by Dawe Instruments, West London. This firm's most recent DB meter covers 10-140 DB in all frequencies up to those beyond human hearing (about 20 kilocycles).

Chicago Operators Note Pick-Up in Teen-Age Play

CHICAGO — Juke box programming continued to reflect the full effect of summer here last week.

Typical warm-weather locations such as drive-ins and resort spas were doing excellent business. Temperatures in the high 80's and 90's helped to keep people outdoors.

The end of the school year was also felt as both Singer and Music Box one stops reported heavy emphasis on teen-age material. Jack Krug at Music Box said that juke box operator buying was weighted as much as 60 per cent toward the teen-age market.

Collections however were spotty. While many of the teen-age and resort locations were doing well, many year-round urban spots were not so fortunate.

Fred Sipiora at Singer one stop reported excellent action on "My Boyfriend's Back" with the Angels on Smash (a typical rock and roll tune) and "At the Shore," Johnny Caswell, Smash —another reflection of the surfing craze.

A good universal record (for all types of locations) is Allan Sherman's ditty about the boy writing a letter home from camp: "Hello Mudduh, Hello Fadduh" on Warner Bros.

Another strong record, though primarily in adult-type locations is "Danke Schoen" with Wayne Newton on Capitol. Newton, incidentally, was the big hit during a recent Capitol national sales convention in Mexico City.

At Music Box, Jack Krug described "Summertime in Venice" b-w "Moonlight Cocktails" by the Sunsetters on Heartbeat as the "best juke box record in years."

Other strong juke box wax, according to Krug, is "Judy's Turn to Cry," Lesley Gore, on Mercury; "From Me to You," Del Shannon on Big Top and "If I Had a Hammer," Trini Lopez on Reprise.

Folk Music Trend Cited On Wisconsin Juke Boxes

By BENN OLLMAN

MILWAUKEE—Demand for records this summer from the juke box trade has been exceedingly strong, according to one - stopper reports. Warm weather has encouraged a heavy trek of tourists to the Wisconsin resort areas and sparked a promising season for music operators. Mail orders from the northern territory operators has been slightly ahead of last year, according to one-stops.

Folk music releases account for a big share of the operator volume, according to Gordy Pelzek, Radio Doctors. Best seller is "Green, Green," with the new Christy Minstrels. "The trend to gospel music has not hit here as yet," notes Pelzek, "but we look for it to strike in the next few months."

Folk items are also hot items at Record City, according to Gene Geier. His list includes "Detroit City," with Bobby Bare, RCA Victor.

Western-type recordings continue to rack up appreciable operator volume for the one-stops here. Jim Skiba, Modern Record Distributors, points to Floyd Cramer's "How High the Moon," RCA Victor; Johnny Caswell's "At the Shore," on Smash, and "Freight Train," Canadian Sweethearts, among his steadiest juke box sellers.

Also strong, says Skiba, is the new Allan Sherman single, "Hello Mudduh, Hello Fadduh."

Record City one-stop, says Geier, is merchandising a heavy quantity of Glen Caves' "Hootenanny" on the Select label. Geier predicts mounting success for the new Johnny Tillotson release, "You Can Never Stop Me Loving You."

Two more big operator hits at Radio Doctors: "Ring of Fire," Johnny Cash, Columbia, and George Hamilton's "Abilene," RCA Victor.

New Midway Brochure

CHICAGO — Midway Manufacturing Company has put out a new four-color brochure describing the firm's line of general purpose, latch, heavy duty and gang-mount relays for original equipment manufacturers and designers.

UK SCOPITONE OPERATOR VETOES GIRLIE FILMS

LONDON—Cinema-juke boxes have gained good acceptance in the United Kingdom, but not yet in metropolitan London.

The film-juke box units are not without certain eager London prospects, however, according to a report by Norman Miller, production head of Radiovision (Westminster) Ltd., distributor-operator of the French-made Scopitone machine.

In his experience, these keen customers are club operators who want to load the video-juke boxes with their own repertoire of film strips.

"Strip films" are what these bonifaces want to program. Leggy lasses peeling off to the G-string and other items of overexposure, he said.

"We declined," Miller told Billboard. "We are willing to program any film in good taste, but no strip films, for obvious reasons."

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BIG IN STYLE!
BIG IN DESIGN!
BIG IN APPEAL!

Capri 100
With Full Dimensional Stereo
Model 404
DeLuxe Stereo Monaural Phonograph

ROCK-OLA
Capri 100

Capri 100
Model 404
DeLuxe Stereo Monaural Phonograph

Personal Touch Pays Off For Alabama Operator

DONALD MILLER, right, poses with Johnny Cymbal, Kapp rock and roll artist. The photo was placed in juke boxes in rock and roll locations serviced by the Miller Music Company.

OPELIKA, Ala. — Donald Miller, local juke box operator who also runs a retail record shop here, believes in giving the personal touch to his locations.

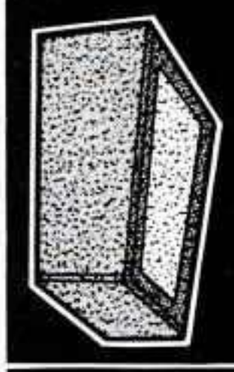
Every time a recording artist passes through the area, Miller arranges to have a photo taken with the performer. One print is blown up, framed, and placed in the record store.

Smaller prints are used on location, with photos of country artist on c.&w. stops, and rock artist on r.&r. locations.

According to Miller, each time the artist's photo is placed on the box, play on that particular artist's records picks up sharply. Photos are changed every time a location is serviced.

Miller, who attends all the c.&w. and r.&r. shows he can make, has been using the photos for about a year, and he reports that it pays off.

ECONOMY BAFFLE-SPEAKER COMBINATION



Modern, fabric covered baffle, in Blonde or Walnut colors, with 8", 8 ohm ext. range speaker . . . 2.15 oz. magnet!
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Price — $9.95 Pair

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RECONDITIONED—FULLY GUARANTEED

VENDING

ROWE L-1000, 4-Flavor (Real Clean)	$595	ROWE 8-Col. CANDY (New Helper Springs)	$125
ROWE RV-750 (Fresh Brew)	445	STONER CANDY, Mod. 160	165
DuGRENIER K-12 Cig. (Man.)	140	STONER 102 CANDY (5c)	95
SEEBURG E-2 Cig.	195	STONER 120 CANDY (5c)	95
CORSAIR "30" Cig.	165	ROWE AMBASSADOR, 14-Col.	175

Bally SPINNER (4-Pl.)	WRITE
Bally CLUB BOWLER	$225
Bally TABLE HOCKEY, 15', Big Ball	245
Bally BOWLER	695

Now Delivering in Chicagoland . . .
Bally CUE-TEASE
2-Player—Mystery Rotation Scores!

Terms: ⅓ Dep., Bal. C.O.D. or Sight Draft.
Cable: "ATMUSIC"—Chicago

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FOR THE WEEK
GAMES GAMES
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WHAT DO YOU NEED!

Playtime Bowler, 16 Ft.	$400.00
Jumbo Bowler, 16 Ft.	235.00
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Bally Strike	149.50
C.C. Citation Shuffle Alley, Like new	675.00
C.C. Aristocrat Shuffle Alley	495.00
All above equipment is reconditioned and in A-1 condition.	
Mills Panoram	$375.00
Rowe 2700 Cigarette Venders, repainted hammerloid finish and reconditioned	200.00

We have many large ball Bowlers for sale, as is. What price do you offer!
Write or Call Us Collect.
MAin 1-3511
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Say You Saw It in Billboard

UK Tradesters Set for MOA

LONDON—Phonograph Operators Association in the United Kingdom is taking an interest in the Music Operators of America convention slated fo September in Chicago.

The 153-member POA was circularized two weeks ago, according to Bernard Briggs, chairman. And the group will hold its first meeting for some time to discuss POA representation and make suitable reservations for members wanting to attend the convention.

Briggs expressed personal interest, both as a distributor and route operator of some caliber here. He declined to say what aspects of the MOA three-day junket British tradesters find intriguing, "until after our meeting," called this month.

Mrs. L. Shaw, POA secretary, is already making reservations at the Morrison Hotel, Chicago.

LEWIS ROSEN

EUROPEAN BUYERS!
Meet and Greet
THE ROSEN BROTHERS

ELLIOT ROSEN

Now on a Goodwill Tour Of Your Countries thru August 15

The export sales representatives of David Rosen, Inc., are coming to say hello and to tell you in person why it pays to do business with America's leading exporter of coin machine equipment.

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PHONE — CENTER 2-2903
Send for Complete Lists

1 or 2 PLAYERS can play exciting new

Bally CUE-TEASE

Mystery Rotation Scores

Fastest "follow the lucky light" skill feature ever built into pinball. Lit Target scores 50 or 100, depending on mystery-changing Score-Indicator Signal. Light jumps from one to another of the 5 Targets in mystery rotation every time any Target is hit, keeping players happily alert to follow the solitary lit Target with quick Flipper-skill. Mystery Rotation Scores, plus other super-actionized high-score attractions, add up to top earning power, long life on location.

New Snap-Lock Flippers

Exclusive Bally Snap-Lock design prevents Flipper from working loose from action-arm. Flipper is cast of iron-tough Nylon to take the punishment of month after month of heavy play. Fix-a-Flipper service calls end when Ballygames are on the job.

Marble-White Cabinet

Brilliant white cabinet with silver-spray marble-tone finish, accented with richly colorful design, results in players' comment: "Snappy looking, snappy action!" Every CUE-TEASE collection proves they're right.

ADJUSTABLE 5 OR 3 BALLS • MATCH FEATURE

See your distributor...or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS

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NVA Board to Map '64 Confab At Chicago Meeting, Sept. 7-10

CHICAGO—A discussion of legislation, taxes, 1964 convention plans and current business practices will be held during National Vendors Association's fall directors meeting, September 7-10, at the Congress Hotel here.

The meeting is being held simultaneously with the giant National Automatic Merchandising Association convention, and just following the Music Operators of America convention, September 4-6.

The NVA board meeting is slated for Sunday (7) evening with a block of rooms reserved at the Congress for members who wish to attend. (NVA's directors' meetings have traditionally been open to the entire membership.)

Don Mitchell, legislative counsel, noted that he was "pleased to report that with the closing of legislative throughout the country, no legislation damaging to the bulk vending industry was passed."

Mitchell said he believed "this was achieved because of the activity of our local association and the close co-operation of NAMA."

A NVA membership drive was launched by Bert Fraga, president, and Leo Leary, membership chairman. The pair are asking each distributor member to simply send in the name of one additional new member.

NVA also took a firm stand in the current capsule vending controversy. In its confidential bulletin to members, the association noted that "our industry has had success in great part through offering the child a real value for his penny. The operator who places penny items in a dime machine is only fooling himself. The child will be fooled only once! As all of us know, the child is a careful buyer.

"Out future depends on our

(Continued on page 53)

Coombs Finds Bulk Route Tough Way to Earn Living

LOS ANGELES—More than 20 years ago, Preston W. Coombs bought a route of three dozen bulk vending machines "because I wanted a "lazy, easygoing job." Within a couple of weeks the West Los Angeles operator learned that the "lazy, easygoing job" was the toughest work of his life, but he stuck with it anyway.

The combination of an early start in the industry, paralleling the expansion of the supermarket industry in Southern California worked out well for Coombs, however, who was fortunate enough to land some of the first stores in what has since become giant supermarket chains.

In fact, his original two dozen machines have grown to as many as 3,000, although currently he operates 1,200, which he thinks is the optimum number for a crew of three—himself, his 22-year-old son Bill, and a serviceman who has been on the Coombs payroll for the past seven years.

Family Affair

The family affair aspect of Coombs' operation is hinged on the fact that son Bill began actively servicing the routes when he was only 15 years old, and soon was covering distances of as much as 70 miles, at a time when most youngsters were playing baseball. In fact, the younger Coombs was married at 17, and at 22, has two children, lives in a suburb 52 miles from the Coombs office in West Los Angeles, and thus puts in 104 miles per day of passenger car driving over and above his truck-route operations of similar dimensions.

Coombs saw plenty of promise in the bulk vending business soon after beginning operations, and he was ambitious enough to shoot for the largest operation in California, taking on a partner, Jack Optt, who is still associated with him in other business ventures. Optt, tired of the endless detail work involved in servicing vend-

(Continued on page 51)

Texas Bulk Vending Sales Tax May Be Thrown Out by Courts

AUSTIN, Tex. — The Texas State Supreme Court scheduled hearings on a suit which could save bulk vending operations 2 per cent on total sales.

The action was brought by four vending machine companies who contend retailers should not have to pay the 2 per cent State sales tax on purchases for which they can charge no tax—sales of 24 cents and less.

The companies won in the Austin District Court and Third Court of Civil Appeals.

Merely Collectors

The appeals court said: "The tax is levied against the consumer; the retailer merely is the collector. In requiring the companies to pay taxes the comptroller is acting contrary to the express terms of the statute."

Comptroller Robert Calvert ruled in 1961—and argued in requesting the Supreme Court hearing — that merchants must pay taxes to the State on their gross receipts — all their sales, including those under 25 cents on which the law forbids them to collect from the purchaser.

He argued that the act uses the law of averages to balance its impact on the retailer and purchaser because few sales are taxed at exactly 2 per cent under the bracket system of 1 per cent tax for sales of 25-74 cents and an additional cent tax for each additional 50 cents in sales.

Averages Out

For example, if a purchaser bought a 25-cent item he would pay 1 cent, or 4 per cent. If the next purchaser bought a 24-cent item, he would pay no tax, but the retailer would have collected 1 cent on a 49 cents sales—or approximately 2 per cent.

The last Legislature amended the law to make it clear that the tax is on gross receipts—as Calvert originally ruled.

However, the lawmakers exempted vending machines, newspapers and merchants who have a majority of sales of less than 25 cents each.

The newspaper and vending machine exemptions are expected to result in a loss of $2.6 million annually. The amendment to the law took effect July 1.

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The Finest for Vending Flat Pack Products

10c, 25c and 50c Operation

Vends flat packs up to 1/8" x 2" x 4 1/4". Advance coin detector with automatic coin return when machine is empty. Separate coin box.

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Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

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$30.00 per M filled capsules

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THE MOST COMPLETE and FINEST LINE of BULK VENDORS

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Large Capacity • 1175 Balls 100-Count Gum • Attractive Plastic Globe • Dependable Vending • Low Price • Add an L. C. TOPPER to Your Present Locations for ADDED PROFIT! Large Stock of Vendors—Parts and Merchandise.

Write for Prices.

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V2 25c & 50c Capsule Vendor

HOLDS 200 V2 CAPSULES

Write today for full information on the Vendorama V2 Capsule Vendor and the new V2 capsule.®

VICTOR VENDING CORP.

5711 W. Grand Ave. Chicago 39, Ill.

New V2 Capsule shown actual size.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME_____

COMPANY_____

ADDRESS_____

CITY_____

Fill in coupon, clip and mail to:

KING & COMPANY

2700 W. Lake St. Chicago 2, Ill.

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We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1¢ Tab Gum, 5¢ Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hersheys 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.

PLEASE NOTE: Prices listed in the American Chewing Products Ads for the last two issues have been listed incorrectly. Below is the correct listing for merchandise from American Chewing.

BIG SAVINGS on BALL AND VENDING GUMS

SAME FINE FLAVORS CENTERS AND COATING

Direct Low Factory Prices

Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size..30½ lb.
Chicle Ball Gum, 130 ct...38½ lb.
Clor-o-Vend Ball Gum.....43½ lb.
Clor-o-Vend Chicks, 320 ct..43½ lb.
Chicle Chicks, 320 & 520 ct. .39 lb.
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Tab (short stick), 100 ct... 40c box
5-stick Gum, 100 packs $2.00
F.O.B. Factory 150 lb. lots

AMERICAN CHEWING PRODUCTS

38 years of manufacturing experience
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Newark, N. J. 17104

USED VENDING MACHINES

N.W. Model 49, 1¢ or 5¢	$ 9.95
N.W. Tab Gum	15.00
N.W. 5¢ Package Gum	17.50
Mills 1¢ Tab Gum	10.00
3-Col. Trading Card with 3,000 cards	20.00
Victor Toppers, 1¢	8.50
Victor Baby Grand, 5¢ capsule	7.50
Victor Vendoramas	12.50
Victor 10¢ Pen Vendors	19.50
Ajax 3-Col. Hot Nut (as is but complete)	15.00
Reacto Game, like new	19.50
Single Stands	5.50
Double Stands	7.50
4-Place Racks w/wheels	10.50

BULK MERCHANDISE

	Pack Lbs.	Per Lb.
Cashews, 450 ct.	30	.62
Mixed Nuts	30	.55
Spanish Peanuts	30	.33
Virginia Splits Peanuts	30	.35
Rainbow Peanuts (Candy)	30	.30
Boston Baked Beans	30	.30
Licorice Lozenges	30	.30
Confection Mix	30	.30
Leaflets (M&M Style Candy)	25	.37
Teeny Jelly Beans	33	.30
Candy Corn	30	.25
Hersheyettes	25	.47
Chicle Base Cub Chicks 520	30	.42
Chicle Base Cub Chicks 320	30	.42
Rainbio Tabby-Lets 520		.32
Maltettes (Ball Style, 100 Count)	35	.35
Leaf Centuries, 100 ct.—grape, orange, cherry and asstd. colors	18	.34

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World Famous VICTOR

Standard TOPPER

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For Ball Gum and Charms.

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Packed and sold 4 to a case.

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Northwestern SUPER SIXTY

Capsule Vender*

The ultimate in quality Capsule Merchandising.

Vends any item which can be placed in a capsule.

5c, 10c and 25c.

*With QUICK-TACH at slight extra cost.

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10c ACORN 300 CAPSULE VENDORS

The hottest vend to hit bulk vending in years. Buy just one machine, place on location and see for yourself.

FOR ONLY $29.55 you receive

1 Acorn 300 10c capsule vendor

300 capsules

1 display

Rush 1/3 with order, balance C.O.D.

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BEAUTIFULLY MOLDED! FINELY DETAILED! LIFE-LIKE! THE MOST REALISTIC YOU'VE EVER SEEN!
SNAKES, MICE, LIZARDS, CENTIPEDES, SCORPIONS, SHRUNKEN HEADS, etc. All so real and scary they look like they'll jump at you.
ONLY $36.00 per M Capsuled
FOR BEST RESULTS BUY THE BEST AND ORIGINAL SCARE 'EMS.
Live displays available.
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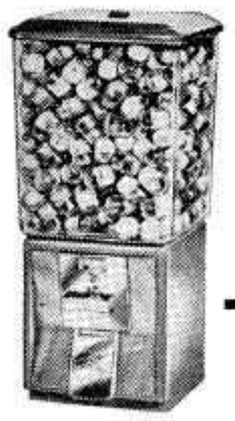
The ultimate in quality Capsule Merchandising.
Vends any item which can be placed in a capsule.
5c, 10c and 25c.
***With QUICK-TACH at slight extra cost.**



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From our Hong Kong factory. At your nearest warehouse or direct from .....
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$10.00 Per M
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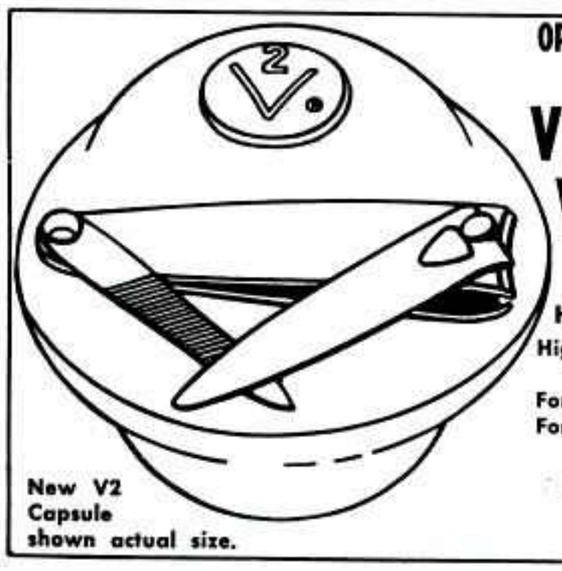

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VENDORAMA®
V2 25c & 50c Capsule Vendor
HOLDS 200 V2 CAPSULES
High Quality Merchandise Packed 100 to the Carton.
For 25c Vending..$12.00 per 100
For 50c Vending.. 20.00 per 100
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Chicago 22, Ill.

New V2 Capsule shown actual size.

SLOW BUT STEADY

Leo Weitzel Operates Penny Scales For 37 Years; Still Going Strong

McKEESPORT, Pa. — Probably one of the steadiest and least spectacular aspects of the bulk vending industry is the penny scale operation. Leo E. Weitzel, a 72-year-old local operator, has been a scale operator for 37 years and isn't about to retire.

Weitzel, who had been an amateur prize fighter and a railroad and foundry worker in his youth got his start in the coin machine business in the early 1920's when he was a stewart in a Pennsylvania Moose Lodge.

An old coin-operated player piano had broken down, and Weitzel was able to fix it. The operator was so pleased with the job that he offered Weitzel a job as a routeman for $50 a week.

Bought Route for $1

Within three weeks, Weitzel was making $100 a week as a partner. In 1958, the original owner, in his 90's, sold the route to Weitzel for $1. Weitzel had worked 30 years without a vacation.

The route now consists of 600 scales in stores, theaters and amusement parks in a five-State area. He needs 2,500 keys for the operation.

Weitzel averages between 16 and 22 stops a day, with daily collection averaging about 100 pounds of pennies. At 143 pennies to the pound, this comes to $143. Commissions range from a third to a half of the take.

W. Va. Tax

While Weitzel's income isn't much more than it was 30 years ago, his operating costs have gone up sharply, particularly in taxation. When West Virginia slapped a $12.50 annual tax per scale, Weitzel pulled nearly every machine he had from the State.

Weitzel finds the weighing system effective. Figuring 143 pennies to the pound, he estimates that he won't be off more than 12 cents on $10,000 worth of pennies.

Bulk Route

• *Continued from page 50*

ing machines, has had no connection with this operation for a dozen years.

Diversification

From the very beginning, operator Coombs decided that diversification was an essential, and got into the multiple-head field much sooner than did other operators in the field. In current vending, for example, he offers licorice, jelly beans, Boston baked beans, beebees, about six flavors of gum, capsules in 1-cent and 5-cent sizes, plus many novelty items.

He has always had just about the same variety, de-emphasizing peanuts because of their cost, the difficulty of cleaning globes, and other drawbacks.

As a pioneer operator, Coombs simply rode along with supermarkets expansion, until 99 per cent of his 1,200 machines today are multiple-heads of from 4 to 16 machines, spotted in supermarkets. Convinced that 1,200 machines is just about the right size for his interests, he nevertheless must expand whenever a new supermarket is built, since it is inherent that he will get the contract for the vending machines.

Still out on the routes himself after 20 years, Coombs has pioneered developments such as absolutely sanitary route trucks equipped with running water, and commission arrangements which have resulted in some eye-opening profits at large supermarket installations. With his son following in his footsteps, and astride two outstandingly successful businesses, it isn't surprising that Coombs feels that his first purchase of bulk-vending machines was "a good thing after all."

SWING ALONG, Gottlieb's new two-player pinball game with swinging targets, arrived in distributor showrooms last week.

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SUPER 60
• NO BREAKING
• NO CRUSHING
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Try one . . . Learn why other operators find the SUPER 60 their favorite capsule vender.
Getting the Northwesterner? It's a newsy magazine. Ask to get on our mailing list. It's free!
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MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	$14.50
N.W. Deluxe, 1¢ or 5¢ Comb.	12.00
N.W. 10-Col. 1¢ Tab Gum Mach.	18.00
N.W. Model #33, 1¢ Porc. Converted for 100 ct. B.G.	6.50
ABT Guns	30.00
Mills 1¢ Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	$ .69
Pistachio Nuts, Jumbo Queen, White	.62
Pistachio Nuts, Large Tulip	.67
Pistachio Nuts, Vendor's Mix	.60
Pistachio Nuts, Sheik, Red	.50
Cashew, Whole	.64
Cashew, Butts	.61
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.36
Bridge Mix	.36
Boston Baked Beans	.36
Jelly Beans	.33
Licorice Gems	.34
M & M, 500 ct.	.47
Hershey-ets	.47
Rain-Blo Gum, 72 ct.	$ .32
Malt-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.
One-third Deposit, Balance C.O.D.

There Are Big Profits In
NUTS
GET YOUR SHARE WITH
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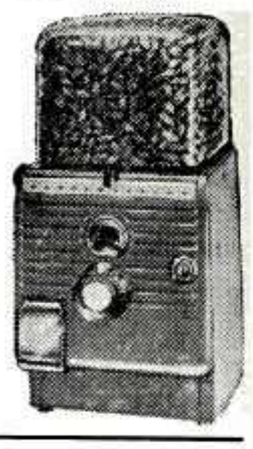
49 NUT VENDOR
Interchangeable SANI-CARRY globe for faster servicing.
Displays merchandise to best advantage.
Also available in Hot Nut.



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MOE MANDELL
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FREE illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

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ATLAS MASTER
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World's Largest Selection of Miniature Charms

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Exclusive
BUILT-IN AUTOMATIC
INCOME
TOTALIZER
The Revolutionary New SEEBURG LP CONSOLE

Turn Down Bonuses To Poorer Locations

• Continued from page 45

the operator anywhere from 24 per cent on up.

Proper cost accounting methods would demonstrate that in many cases, loans and bonuses actually result in a net loss when balanced with operating revenue. But few operators here practice cost accounting.

But even without cost accounting, an operator can figure out that if he drops $1,500 for a three-year contract, the bonus loan system costs him $500 a year for the location.

And if he figures that the location grosses an average of $20 a week, his end after commission averages $520 a year.

This leaves $20 a year to pay for the amortization of the machine, record purchases, service costs and general overhead. It can't be done.

Most operators are fully aware that the bonus-loan situation is their biggest problem, but no one has the solution. Most common answer is: "Sure, I give money to locations. But if I stop my competitor will move in. How else can I stay in business?"

On good stops this makes some sense. But operators here are beginning to realize that there are some locations that aren't worth having if it means a $500 bonus. And this is the beginning of wisdom.

The local association, Music Operators of New York, is dead set against unrealistic loans and bonuses, but its powers are limited by law.

It's illegal for a group of operators to get together and decide to eliminate or set a ceiling on loans or bonuses. Such an act would violate both State and federal laws.

In the case of Music Operators of New York, the association may not keep a location list.

One solution would be the establishment of a central clearing house for credit information on locations. If a consumer runs up bills in department stores and fails to pay, a notation to that effect is made in a central credit bureau. When the same consumer attempts to establish credit in a retail establishment, the establishment checks the central bureau and makes its decision on the consumer's credit history.

However, a location owner can bilk three or four operators on loans and feel free to bilk one more. The operator doesn't know that the location owner will not repay his debts, and he has not way of finding out—except the hard way.

Credit information made available to operators wouldn't eliminate loans and bonuses, but it would give the operator the information he needs to make an intelligent decision. Then, if he gets stuck, he has only himself to blame.

Ad Potential

• Continued from page 45

ence sought is the 16-24 age group, said Phillip Marx, managing director of J. B. Marketing Ltd.

The firm has lined up 300 metropolitan locations taking coin in excess of 800 plays per juke box weekly, and expects to kick off a mass broadcast advertising operation through jukes starting September 1.

Major London operators' opinion consensus is "it's attractive." A weekly British national tabloid, with coin equipment policy, has endorsed the Injectiomatic juke box device, and says that it will "do a great deal to improve the image of the juke box," nationally.

Taped Commercials

Injectomatic will contain three taped commercials for 20 sponsors to plug products over this juke box network.

Emsee of the demonstration was David Jacobs, disk jockey of the TV "Juke Box Jury" series here. The juke box-ad gimmick has the edge in a land where state radio monopolizes, and the efforts of British businessmen to obtain commercial broadcasting franchise have met with parliamentary stonewalling.

Juke Box Bill

• Continued from page 45

collection. This was killed in the Willis (D., La.) copyright Subcommittee (Billboard June 20, 1963) and a new bill, H. R. 7194 substituted.

The new bill simply eliminates the 1908 exemption, and safeguards location owners from infringement, except when they own or control the boxes. Also, under this bill, location owners must identify the owner of the box when asked to do so by those entitled to performance royalty.

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REPORT FROM BRITAIN

Kenneth Haydock was granted a music permit by Accrington magistrates on his assurance that his machine was "more modern" than a juke box and would cater to adults as well as teenagers. . . . **Basil Marks,** partner of Phonographic Equipment, Ltd., London, opines that the four to five-pound increase in juke box singles' purchase price, their operation, owing to increase in list prices by British Phonographic Industry, federation of major manufacturers, "is peanuts in our business."

MOA TO STUDY ETHICS CODE

CHICAGO—A Music Operators of America code of ethics will be submitted to members for consideration and approval during the association's September 4-6 convention here. A number of drafts were recently drawn up and are to be shown to a select group of local police officials for review. The final draft is to incorporate their joint thinking. Ostensibly, the code would be binding on all members and would serve as an excellent public relations link between operators and the various law enforcement agencies.

NVA Board to Map '64 Confab

• Continued from page 50

image! To maintain a good image, we must maintain a clean, wholesome industry, and continue to offer value to our customers," the association bulletin emphasized.

The controversy was kicked off some weeks ago when Harold Schaef, Victor Vending Corporation president, took charm manufacturers to task for supplying "junk merchandise" to operators for dime and quarter quarter capsule machines.

The Schaef charges were angrily denied by Bob Guggenheim, leading New York charm manufacturer, who said that the boom in capsule vending was due in good part to innovations in merchandise introduced by the charm people.

Operator membership in NVA ranges from $40 to $125 for operators, depending upon number of machines operated, $125 for distributors and $300 for manufacturers.

Membership includes coverage in the association's group hospitalization and life insurance policy.

Reservations for the fall board of directors meeting at the Congress Hotel are available from $8 to $21 per room (per person), and from $22 to $65 for suites.

Williams DOUBLE ACTION PROFIT!
BOTH IN FULL PRODUCTION
SKILL POOL
WITH ADJUSTABLE 3 or 5 PLAY BALL
HITTING ALL 15 ROLLOVER BUTTONS LITES "SPECIALS" AND RE-RACKS BALLS
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MAJOR LEAGUE
by the Original Designers of Authentic Baseball Games
• Replay Model with EXTRA Inning Feature and Over-the-Fence Home Runs
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Mark I 77"x45"
Mark II 85"x47"
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• Shallower, longer appearance.
• New design formica top frame with recessed scoring markers.
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The Industry's Leading Pool Table Manufacturer

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MOA Exhibitor Picture Bright

• Continued from page 45

Rowe-AC Services, Seeburg and Wurlitzer. United will show its full amusement game and music line.

The presence of Cine-Box marks the first year that a cinema juke box is shown at the MOA show. The machine plays film, showing a motion picture with accompanying music. Initial tests of the machine throughout the country have been excellent.

A number of other convention arrangements were announced. Operator, distributors and exhibitors will all receive different colored badges. MOA will also provide a board at the registration desk where distributors may fasten business cards and indicate hospitality suites and room numbers.

Slifer in commenting on these arrangements said, "Our compliments to the MOA convention officials for their co-operation and a 'first' in making provisions for an all distributor registration board. As a distributor registers, he merely has to thumb tack his business card on the distribution registration board under the alphabetical column provided."

Distributors

Slifer said "this is a service we have long advocated and wanted, as distributors have often wanted to see many friends upon arrival and to make appointments. MOA was more than pleased to institute this distributors' convention service.

"Another registration service MOA has provided is an identification badge for distributors. It is blue and you don't have to strain your eyes to try to determine who you are talking to—an exhibitor, manufacturer's representative or a distributor."

Common Market to Call Shots

• Continued from page 45

proceeding slowly to build a body of precedents for antitrust rulings as the EEC takes shape. The Commission intends neither to elaborate strict rules as to the types of agreements that conflict with EEC antitrust regulations, nor to decide on each case individually. This would be impossible in view of the large number of notifications submitted so far. Instead, the Commission will proceed gradually by establishing precedents on the basis of rulings on key cases.

A Commission official commented, "Any American coin machine firm looking to a prosperous and serene existence in the Common Market would be well advised to pay careful heed to antitrust considerations in establishing his enterprise.

"Later on, there will be firm guidelines, but just now we are pioneering in this field and there will be inevitable confusion and hardship, particularly for firms that neglect antitrust considerations in their operating arrangements."

Therefore, the decisions on the two agreements of precedents. In the long run, these rulings will help set guidelines as to the type of agreements that are permitted or should be avoided under the antitrust regulations of the Common Market.

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Bally Shoot-A-Lines, like new $350.00
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BOWLERS
Seven Stars $745
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Challenger 425
King 295
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Stoner 11-Col. Candy, Gum & Mint $375
Rowe Tasty Twenty .. 375
DuGrenier Candy-mart KYN, 8 col. . 165
U-Select-It 188 145
Rowe 7-Col. Gum & Mint 125
Wittenborg 611, refrigerated 450
Rowe Model 145 Sandwich, refrig. . 295
Stoner Pastry, 4 col. . 150
Vendo 210 Milk 350
Vendo 210 Ice Cream. 375
Rowe Ambassador Cigt., 14 col. 125
DuGrenier K-14 Cigt. 125
Stoner 500 Coffee & Choc. 175
Cole-Spa Specials, 4-Sel. Cold Drink . 295
Vendo Hot Food, 6 sel. 225
Rowe Hot Food, 7 sel. 295

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All Phones: Tower 1-6715

Illinois Judge

• Continued from page 45

covered games which paid off in coins, tokens and merchandise, and that without evidence that such payoffs were made, the games could not be assumed to be gaming devices.

He ordered a 20-day injunction against such seizures until the meaning of the law could be studied by the prosecutor's office.

Judge Lupe said that the games involved, Bally Beach Times, delivered free plays, and that it was up to the law enforcement officers to prove that any other considerations are involved.

Trade circles have complained that the language of the new Illinois statute is obscure, and the current case may be the beginning of a test. The 20-day injunction was also granted to give interested parties a chance to appeal the new law.

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Ask your distributor for a feature demonstration!

New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!

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It's Always Profitable to Operate Gottlieb Games!

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50% BOOST IN EARNINGS

Harry Jacobs, Jr., Milwaukee Wurlitzer Distributor, and Evelyn Green discuss the potential earnings of the Ten Top Tunes on the Wurlitzer 2700.

Evelyn Green, owner of Evelyn's Starlight Diner, with one of the three Model 5010 Wurlitzer Wall Boxes installed on the counter of her diner.

WURLITZER 2700 PLUS FOUR HALF-DOLLAR, SINGLE-COIN TEN TOP TUNE WALL BOXES, JUMP TAKE IN EVELYN'S STARLIGHT DINER

Evelyn's Starlight Diner, 1501 W. Walnut St., Milwaukee, was averaging $60 a week with an older Wurlitzer. Replaced by a Wurlitzer 2700 with the 10 TOP TUNES FEATURE and four Wurlitzer Model 5010 Half-Dollar, Single-Coin Wall Boxes — three on the counter and one on the wall in a separate room — the earnings jumped 50% to $90 a week.

Ideal for counter, bar or wall, these compact Wurlitzer Boxes are making the exclusive Wurlitzer Ten Top Tunes feature an even more potent profit-producer. See Your Wurlitzer Distributor NOW!

WURLITZER Model 5010 Wall Box Actual Size: 6" x 9"

High lustre chrome bracket, for mounting Wall Box on counter or bar.

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Billboard
PHOTO GALLERY OF
Newsmakers

TRIBUTE TO BERTHA: Bertha Porter, music director of WDRC-Radio, Hartford, Conn., receives a special Gold Award from Al Coury, Capitol Records district singles promotion manager. The award was presented for her pioneering efforts in behalf of Al Martino's hit single, "I Love You Because."

PROPHESY FOR JOHNNY! Reprise Records' Johnny Prophet gets a big hug and kiss from his wife Ellen, former Miss Maryland, after being named "Best New Male Vocalist of the Year" in a listener poll conducted by Los Angeles Station KRKD. Prophet's first Reprise album is entitled "This Is Johnny Prophet."

COLUMBIA INVADES SAN JUAN: Goddard Lieberson (top photo), president of Columbia Records, visits Governor of Puerto Rico Munoz Marin during the recent Columbia Records Convention in Puerto Rico's capital city. (Left) Columbia's newest acquisition, Teri Thornton, is introduced to the convention. (Right) Norman A. Adler, executive vice-president of Columbia Records, chats with Mayoress of San Juan, Dona Felisa Ricon de Gautier, during show at Americana Hotel there.

"GRAND OLE OPRY" stars Sonny James and George Hamilton IV talk over their records with "Opry" manager, Ott Devine. James' "The Minute You're Gone" and Hamilton's "Abilene" are presently climbing Billboard's Hot 100 Chart.

PLENTY OF LIVELY ONES: Epic's George Maharis is surrounded by a swarm of shes-clad-for-skis at a Mademoiselle Magazine department store promotion. Maharis will make appearances in several major markets with the gals as part of his nationwide promotion tour.

PANORAMA OF SHOWBIZ PERSONALITIES: (Left to right) Marion Hackney, Steel Pier's high-diving horse rider; Bobby Rydell, George Hamid Jr., Bobby Vinton, Vaughn Meader, Dick Clark, George Hamid, the Crystals, Gene Pitney and Claudette Carson, Miss Steel Pier, are an impressive line-up of personalities, all of whom were playing the Hamid's Steel Pier in Atlantic City for one gigantic bill.

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